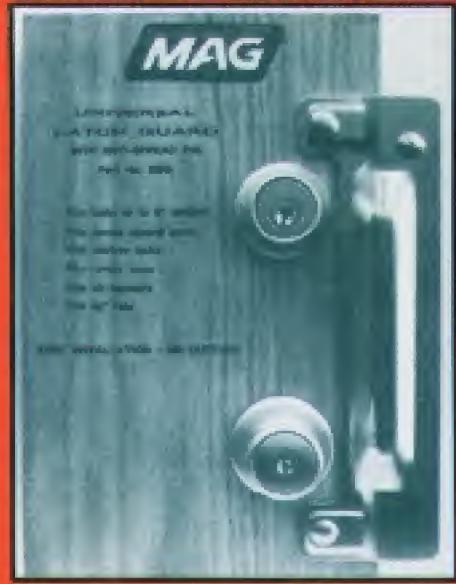


The National Locksmith®

August 1992



New & Profitable Ideas

The National Locksmith • August 1992 • Volume 63, Number 8

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you wish to read**

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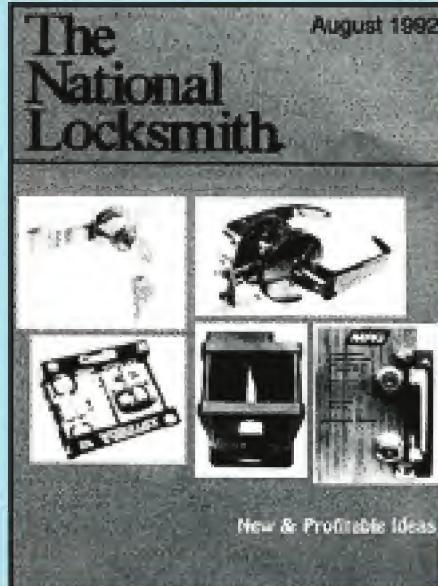
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Here is a code series fresh off the presses. You'll want to be sure to save them for future reference.



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Our Annual "New & Profitable Ideas" issue includes products from the following manufacturers: (Clockwise from top left) ESP Lock Corp.; ASSA; M.A.G. Engineering & Mfg.; MAS Hamilton; and Weiser Lock. Turn to our Newsmakers section beginning on page 16 and our Product Review section beginning on page 36 for these and many other products of interest.

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Commentary

Is The National Safeman's Organization For Me?

In last month's issue we introduced you to our newest project, the National Safeman's Organization™. This month, I wanted to tell you a bit more about what you can expect from the N.S.O. As you know, *The National Locksmith* does feature a lot of information on safes each month. Dave Mc Omie, Dale Libby, Carl Cloud, Bob Sieveking...and others have written good solid safe articles for the magazine. We will continue to publish as much safe material as always in the magazine.

Why, then, have we premiered the N.S.O.? Simple. Safe service and sales can add dramatically to your bottom line as a security professional. When you are equipped with good tools...and accurate information is your most important tool...you are able to go out in the world and make a better living for yourself. At the same time, you offer a reliable and valuable service to your customer.

Who should join the N.S.O.? We have gotten a lot of calls here at the office from locksmiths who have a limited level of experience with safes. They are asking if they can join. Even if you have never touched a safe in your life, if you are interested in this area, please join with us. We will help teach you what you need to know to start. We'll help you learn basic combination changing. From there you are only a short step away from basic servicing of safes.

Your N.S.O. newsletter, *The National Safeman*, will contain training materials each issue for the beginning safe technician. If a safe is serviced incorrectly, it can easily be turned into a piece of swiss cheese, or an expensive boat anchor. That is why it is so important to be a professional, and take advantage of the training offered to you. Your N.S.O. membership is your first step toward becoming a professional safe servicer.

If you are an old hand at safe work, then you already know how important it is to keep abreast of new developments, as well as receiving accurate opening information on all kinds of safes. We offer you material from the cutting edge of safes, the latest and most important techniques, and opening ideas that are almost revolutionary. Plus you will receive measurements and photographs of every type of safe imaginable, from the ordinary, right up through the spookiest high security containers with the meanest labels.

Our commitment to the trade is that the National Safeman's Organization will publish the best information ever produced on the subject. We will help train you as a professional if you are a beginner. And we will help you become ever more efficient even if you've been servicing safes for years.

Each and every person who is interested in performing professional safe service will find the welcome mat is out for them at the N.S.O. If you have been interested in bettering your standard of living with upgraded security skills, then join today. And if you old pros want to learn some amazing new tricks, please join with us.

Locksmithing is a proud profession, and we are pleased to have been publishing a magazine for several generations designed to help locksmiths prosper. Now through the N.S.O., we are proud to bring training, information and fellowship to all who are interesting in prospering as a competent, professional safeman or safewoman. Please see the sign up information on pages 76 through 79. (With your membership you receive a free copy of our 240 page book, *Safe Opening Volume 4*!)

The National Locksmith has been working for locksmiths since its formation in 1929. Now in 1992, another proud tradition begins. To whom is the N.S.O. dedicated?

It is dedicated to you!



Marc Goldberg
Editor/Publisher

Letters

Comments, Suggestions and Criticisms

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and length. Please address your comments, praise, or criticism to Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107. All letters to the editor must be signed.

Articles Help Reader Go Mobile

Dear Marc:

Thank you for the Foreign Car Code Set. It came in time to help me make a change from a booth type shop to a mobile unit. The owner won't sell me the building which is an old "foto mat" so now I am looking for another one.

I would like to thank everyone for their articles and especially Eugene Gentry for answering my questions about things that I am supposed to know, but am too proud to ask.

Going mobile made me bring out a machine I used to hate and learn how to use it. I made it AC/DC by use of a brass 2-1/2" loose spin hinge set attached to the machine wood base with the motors mounted forward and a 1"x3"x12" board.

As for Robert Sieveking, his "mom and pop" message with the hurdles is right. I've heard it before, but when you put it this way it means more: "Are you here to stay or here to play? If you are

here to play go away. Just over your head again huh, then I go to school."

I labored hard to get my message down on paper. When I get brave again there is a true story I would like to tell you about playing marbles.

Casimir Cherry
Michigan

Subscriber Appreciates Helpful Attitude

Dear Marc:

I am writing you and the staff of *The National Locksmith* magazine a special thanks for answering and publishing my question titled "A Beginner Asks A Pricing Question" in the June 1992 issue. It really means a lot to me to know that there is support for us beginners out there.

Your answer to my question proves that we are not just a bunch of guys and gals cutting each others throat's, but a group of professional men and women working together to secure the future for ourselves and our customers.

Again thanks,
Eugene C. Pickering
Ohio

Reader Responds To T.V. Stings On Locksmiths

Dear Marc:

In response to the T.V. scams on

locksmiths, it seems as though the network, in trying to discredit the locksmith, actually has helped in some cases.

I have enclosed videotape with some examples of different openings. As a board member of the Locksmiths Association of San Antonio, and also an instructor, I can attest to the fact that proper procedure is important and is stressed in classes I teach.

I can't say much for or against auto openings. Owners often do not have I.D. on hand. Once the car is opened, it is like closing the gate after the horse is out. I do not know of any burglar who would wait around for a locksmith to open a car so they could steal it. When the keys are in the car, along with a briefcase or purse, caution is advised, but the locksmith's common sense is what determines his action.

In regards to house openings, I agree that caution and common sense should be used, but how far can you go? I.D.'s and mail does not mean that, that person belongs there. A neighbor verifying the owner is helpful, but the opening is still at the locksmith's discretion. The local police stated that they ask the person to verify some personal items in the house. If the items are there, they believe the person to have access to the property.

I was interviewed by the local news and asked to give my opinion as a

Continued on page 31



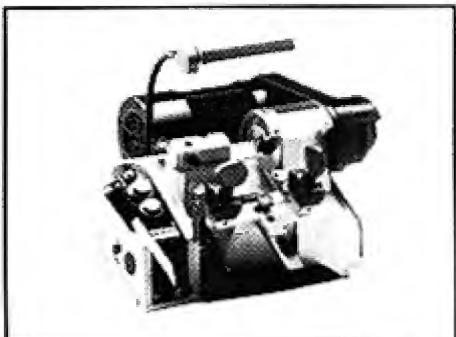
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SRI and Steve Young are working together to bring you the best in locksmith tools and supplies.

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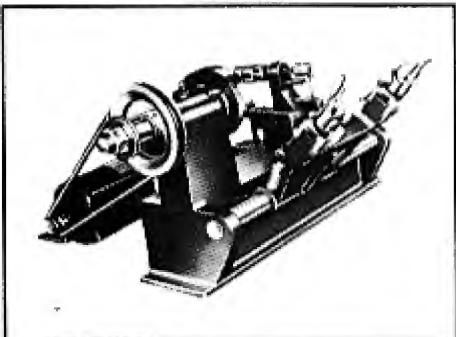
Silca's Bravo USA



First Prize

Locksmith designed, the Silea Bravo USA is a quality semi-automatic duplicator. Four-way jaws hold even the smallest keys as this. One of the most accurate key machines on the market.

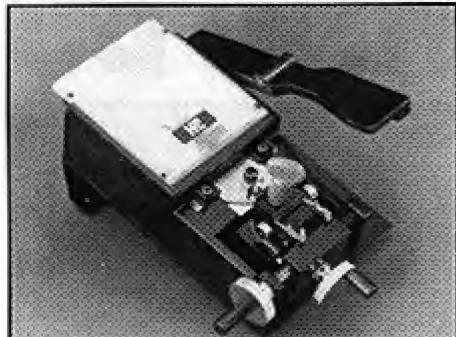
Belsaw 200



Fourth Prize

Duplicate, cut by code, cut flat steel keys. Complete machine with motor, three cutters, guides, and instructions. Built-in micrometer.

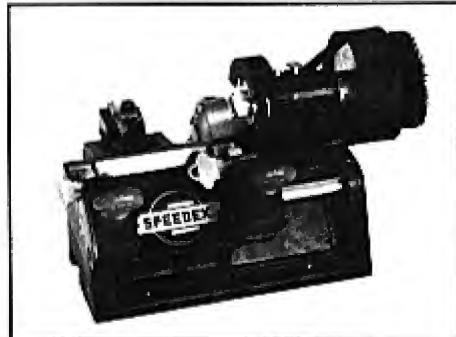
HPC's Punch Machine™



Second Prize

The Punch Machine™ (1200PCH) is HPC's newest addition to the 1200 series key machines. It works on the same principle as the 1200CM, making it quite versatile. It is also very accurate and completely portable.

HPC 9120



Fifth Prize

HPC's most compact key cutting machine features reversible jaws. Double-sided copy dog cuts flat steel and safety deposit keys and has softy brush. Excellent versatile machine.

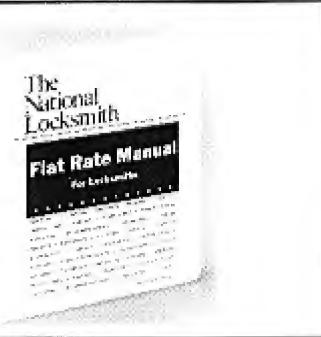
ESP 5000



Third Prize

The model 5000 key machine can be used for manual cutting or, with the flip of a switch, it will cut keys automatically. It is designed to accommodate large head keys such as hotel and foreign auto blanks.

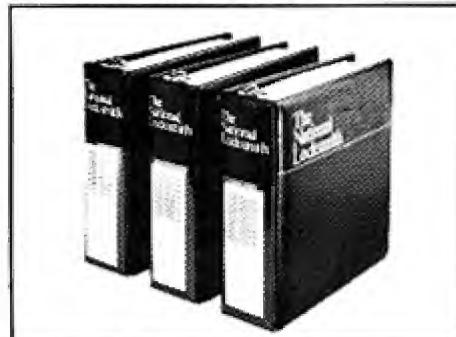
\$100 Cash & Flat Rate Manual



Sixth Prize

\$100.00 in cash will brighten your day! So will the *Flat Rate Manual for Locksmiths*. The manual will help you price your services for profit. You won't ever have to guess how to price again.

General Code Book Set (NGCB)



Seventh Prize

These three books contain 450,000 codes covering domestic lock and automobile codes.

Padlock Code Book Set (NPCB)



Eighth Prize

These three volumes offer 462,000 covering Dudley, American (Junkunc), Master and Yale.

Foreign Code Book Set (NFCB)



Ninth Prize

This two volume set holds 432,000 codes for the complete variety of foreign codes, from Alpha Romeo to Yugo.

Technitips

Helpful Hints from Fellow Locksmiths



Send me your Technitips. Who knows, you may be our next winner! c/o The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Robert Sieveking

August's Best Tip

I have been successful in making broken key extractors from coping saw blades and jigsaw blades. I have even converted a fish hook or two into key extractors. The new Toyota ignition locks, however, have been extremely hard to work with. I find it easier to remove the lock and extract the key by disassembling the cylinder, on these late model ignitions. The models using the TR39 (X151) and TR40 (X174) keyways are the subject of this Tip.

Turning the lock to the ACC position may be as simple as using the broken half of the key or picking the first two wafers of the lock. In my experience, the break usually occurs at the first or second

These Prizes Awarded Each Month!

All-Lock A-7000 VATS Decoder
HPC Pistolpick

Silca Rubberhead Keyblanks (100 blanks)

ESP PR-13 Professional Lock Pick Set

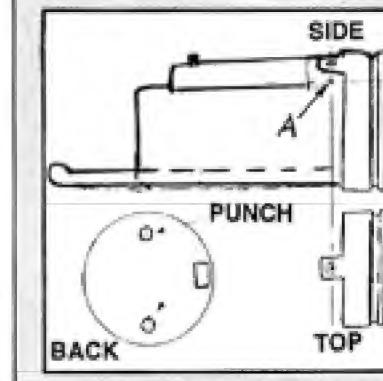
Sieveking Products EZ-Pull GM Wheel Puller

Submit your tip and win!

space from the bow. Usually in a #4 depth cut.

With the ignition turned to the ACC position, depress the cylinder retaining pin and remove the lock. On the 88-89 Corolla, the pin is centered below the keyway, in the bottom of the housing, 2 3/8" back from the face of the lock.

To disassemble the removed cylinder, the plug must be removed from the face of the lock. The plug



How To Enter

All you need to do to enter is submit a tip, covering any aspect of locksmithing to The National Locksmith. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Why not write it down and submit it to: Robert Sieveking, Technitips' Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

Tips submitted to other industry publications will not be eligible! So get busy and send in your tips today. You may win cash merchandise, or even one of many key machines or code book sets! At the end of the year, we choose the winners of the listed prizes.

Last year dozens of people walked off with money and prizes. Wouldn't you like to be one of the prize winners for 1992? Enter today! It's a lot easier than you think!

Every Tip Wins 'Locksmith Bucks'!

Yes, every tip published wins a prize. But remember, you must submit your tip to *The National Locksmith* exclusively. Each and every tip published in Technitips wins you \$25.00 in Locksmith Bucks! Use this spendable cash toward the purchase of any books or merchandise from *The National Locksmith*. You also receive a Bonded Locksmith bumper sticker and decal. Plus you are now eligible for the really big prizes!

Best Tip of the month prizes!

If your tip is chosen as the best tip of the month, you will win \$50.00 in cash as well as \$35.00 in Locksmith Bucks! Plus you will receive a quartz Locksmith watch, a Bonded Locksmith bumper sticker, decal and a Locksmith Cap. Plus, you may win one of the annual prizes.

is blocked from being removed, by the face of the lock cylinder. It is secured by a steel drive-in retaining pin and two stamped (waffled) lugs or rivets, as you see in illustration one. To remove the steel drive pin, drill a 1/8" hole at the base of the ridge in the lock body, at point "A" in the illustration, directly under the pin. Pry the pin up with a pointed tool, to remove it with a pair of pliers. Secure the lock body in a vise, and alternately punch the waffled pins, with a pin punch to

force them through the holes of the lock body, and release the face of the cylinder. If you use a Dremmel "flat tipped 1/8" carbide rotary file," to reduce the diameter of the waffled rivet head, the pins will slip out with very little effort. Be careful to only "reduce" the diameter of the pin. You will want to re-rivet the pin when re-assembling the lock cylinder after the repair.

With the lock scalp or face removed, the plug will slide out of the cylinder body. The broken key

can then be easily removed. Remove the broken key and reassemble the cylinder with a second key. Check for proper operation before re-riveting the face cap in place. The whole process takes about 20 minutes, but it saves replacing the lock cylinder. Finessing the cap off of the cylinder, without damage, is easy if you take your time.

Leo Koulogianes
Tennessee

All-Lock VATS Decoder Winner

Here's a Techtip for those locksmiths that work with hard wire security systems and electronic access control wiring. I often find it necessary to run wire inside finished walls. By pushing a fish tape up from below, and using a second wire to catch the end of the fish tape, you can pull the fish tape up. Because the hole in the wall of the upper floor is often only 3/4", however, it is not a simple matter to pull the tape out of the hole. Of course, with two people, it is easy. One person pulls down on the fish tape, from below, as the other maintains a pull on the second hook till the pull wire snags the hook in the fish tape. The snag wire can then pull the fish tape up, through the hole.

The challenge comes when you try to do this alone. What I do is this. Once I have the snake hooked, I pull on the snag wire and use a pair of vise grip pliers to hold the snag wire tightly in place. I then go below, and slowly pull back on the fish tape, till the hook in the tape catches in the hook of the snag wire. At this point, I return to the snag wire and pull the fish tape out of the hole. Try it. It works great when you must work alone.

John Carty
Massachusetts

HPC Pistol Pick Winner

I find that some keys are hard to cut on my manual key machine. The cuts in some GM and Chrysler keys fall below the vise jaws, and the copy dog will not follow or duplicate the key accurately. To solve this problem, I have had to use small wire shims below the key, in the key vise, to lift the key for proper duplication. The shim described here is a one piece



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tool, that fits into both vises at the same time.

Illustration two shows the shim. It is made from .040" spring wire. The shim is bent as shown. The "A" dimension is to be the width of your key vise jaws. The "B" dimension is made the distance from one key vise to the other. The "C" dimension is made according to the clearance you have below the key vises. The advantage of the all-in-one shim is that you are not fiddling with tiny pieces of wire, as you try to clamp the key. The shims will stabilize in the key vises, to hold themselves in place as you change keys or make multiple duplicates of the thin key. You will never be caught with finding only one shim.

This is a small Tip, but pretty handy, once you start using it.

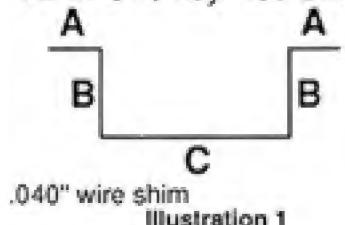
Fred Spencer
Pennsylvania

Silex Keyblanks Winner

Many times it is necessary to disassemble a lock cylinder to determine the cuts of the key that operates the lock. Foreign locks do not always have the tumblers nicely labeled, with the appropriate cut depth. The Ford pin cylinders and even an occasional GM sidebar lock is easier disassembled to find the key. For this purpose, I have made up a few handy "reference type decoders." These are made from an assortment of wafers and pins. This allows me to compare the unknown wafer or pin to one of known value. Glue the known wafers in a line, in their proper order, on a small piece of metal or wood. Leave enough room between the known wafers to allow an unknown wafer to be slipped between them. Label the parts plainly, for the manufacturer and depth.

When you disassemble the customers lock cylinder, to make a key, simply refer to the appropriate decoder and make a visual

All-In-One key vise Shim



.040" wire shim
Illustration 1

comparison of the wafers to determine the proper key biting. This method is very effective, and nearly fool proof.

George Meyer
California

.....

ESP Pickset Winner

Occasionally I am called to work on mobile home doors. Installing cylindrical deadbolts on these doors can be a real challenge, because of the thin jambs and doors. Many times, the jamb will only have 1/4" of wood left, when the bolt hole is drilled. With the in-swinging door, the thin jamb is not strong enough to resist a kick-in type attack.

Illustration three shows a simple reinforcing plate that can be made to

Door jamb reinforcing plate

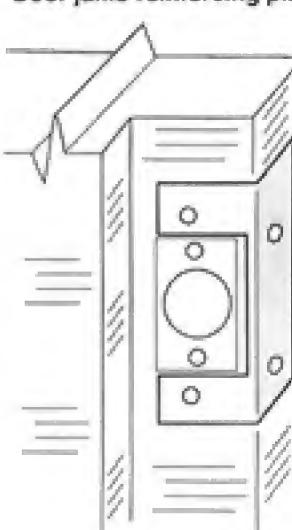


Illustration 1

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fit over the jamb, at the point of the lock bolt installation. Made from sheet metal, the angle piece can be made ahead of time and the cutout for the strike plate made on the job. Use a pair of aircraft snips or a nibbler tool. Screws from the edge of the jamb, and through the flat of the jamb will reinforce it and greatly improve the security of the installation. This simple reinforcer greatly improves the installation, and is a money making add-on. Longer versions of this reinforcer can be used to repair a kick-in type broken jamb, simply and without complete replacement of the jamb piece. Always drill pilot holes when installing screws in thin jambs.

Larry Wright
South Carolina

E-Z Pull GM Wheel Puller Winner

This Technitip concerns a method that I have used to open the 1992 Buick Park Avenue (4 door sedan) or similar vehicle. I was called to open one of these recently, and could not seem to find the linkage in the front door. The following method was used to open the car, through the rear door.

Wedge the front top corner of the rear door. Be careful, as the inside

trim is plastic, and could be easily damaged. Use a length of 1/8" stainless rod, with a 90° bend, forming a 1" "L" in the tip of the rod. Operate the lock button to unlock the door.

If you are having trouble inserting tools around the door gasket, without tearing or damaging the rubber, try this. Slip a "Plastic File Folder" into the door margin after wedging the door. Then simply slide your tool through the folder. The plastic material will allow you to manipulate the tool without even touching the soft rubber door gasket.

Instead of bending your opening tool before you insert it into the door, try tying a piece of strong cord, or nylon string to the tip of the tool. The string is longer than the tool, and is inserted with the tool, into the door. If the tip of the tool needs to be closer to the door panel, pull on the string as you hold the tool stationary. The tool will "bow" like an archers bow. The tip of the tool can be moved and manipulated with surprising accuracy and dexterity, with a little practice. Good luck.

Paul Pressler
New York

I have had occasion to make keys for the code series CH600 thru CH544. In my HPC book, "Yale Cabinet Lock Codes," the only CH series starts at CH680.

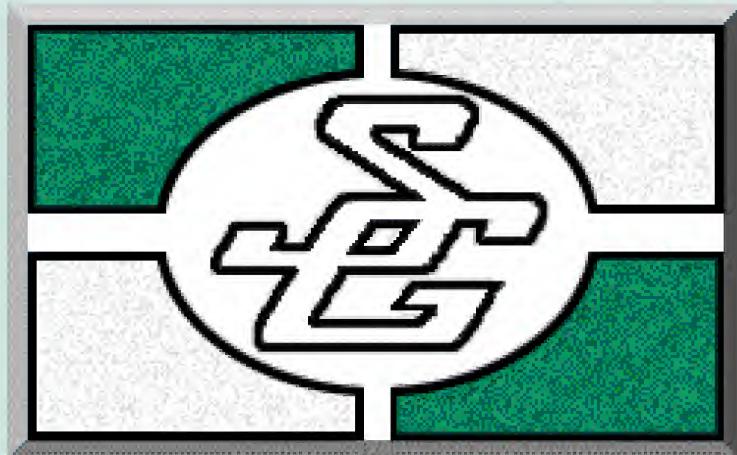
To make the keys in the CH500 to CH544 series, use the CH680 series, but subtract 354 from the code number. CH855 is the same as CH501. CH898 is the same as CH544. The blanks used are Y14 or Ilco 01122AR.

The codes are found on page YA-47.

Farley Sparks
Florida

This Technitip is not necessarily a method of making an inexpensive VATS key decoder, but more to the point of using a digital multimeter to read the resistance of the key pellet, so that a key can be duplicated, in the absence of the decoder. A few times, there has been a need to make a VATS key in the shop, and the decoder was on a truck, on the other side of town. A handy decoder adaptor can be made by mounting a VATS ignition in a plastic "handy box" as you might use for an electronic

Continued on page 14



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Continued from page 12



4. Banana jacks coming from a "handy box" project, and bringing the two wires from the ignition out, by way of

"banana jacks," so that a multimeter can be easily plugged onto the box, as you see in photograph four. The parts are available in any electronics shop.

To read the key resistance, plug the meter into the adaptor box, and select the appropriate resistance range on the meter. Insert the unknown key into the mounted ignition and read the resistance on the meter. The table of standard resistances is shown in illustration five. Read the resistance on the meter, and use the table to decode this to the proper VATS key. Select the VATS key

Pellet Resistance	VATS Number
390	1
510	2
660	3
870	4
1,110	5
1,450	6
1,840	7
2,330	8
2,980	9
3,710	10
4,710	11
5,990	12
7,430	13
9,450	14
11,690	15

Illustration 5

from stock, and check the resistance of the pellet before cutting the key. This resistance check will save you from a costly mistake and possibly a disappointed customer. Even with your decoder out of the shop, you should be able to decode a VATS key, if you have a multimeter. Copy the chart and tape it to the back of your meter, for quick reference.

Frank Markisello
New York

My Technitip is for a method of viewing the lock button as you operate a lockout tool. When I have a lockout, I like to watch the lock button or slide switch on the inside of the car as I work. This way I can see when I am on the linkage. When unlocking an Astro van some time back, I couldn't see the button very well, and consequently the opening was made more difficult. That is when I decided to make up a device to hold a mirror, which would allow me a clear view of the lock button.

The mirror is fixed to a bracket, made from steel banding, and attaches to the opposite window by suction cups. The whole project takes only a few minutes to make up, but will greatly simplify those car openings that are made more difficult by the position of the locking button in the door.

This also prevents scratching the customers paint, while leaning against the outside, in an attempt to see the lock button.

Mike Robitshek
North Carolina

Lockmasters has a 44 year history of training security professionals.

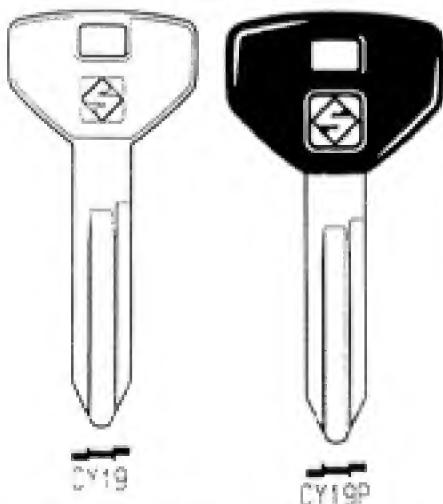
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Newsmakers

New Products and Industry News

Silca Presents New Keyblanks

Silca Keys USA has introduced a number of new key blanks to complement their full line. Silca is one of the largest manufacturers of key blanks and key machines in the world.



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Jado Introduces Diamond Finish

Jado a manufacturer of luxury entry doorsets, cabinet hardware, faucets and accessory hardware introduces "Diamond Finish."

After 12 years of extensive research and testing, the "Diamond Finish" process has proven to protect the sparkle of Jado polished brass products against the harsh ultraviolet sun rays and corrosive salty humid conditions of oceanfront weather. The Diamond Finish process when combined with the proven Jado technology of hot forging of solid brass hardware is able to warrant the "Diamond Finish" product for 25 years against tarnishing.

Diamond Finish will be introduced on entry door sets and trim, soon followed by a selection of interior door sets, escutcheons and rosettes.

For FREE Information
Circle 344 on Rapid Reply

Mas-Hamilton Offers X-07 Training

A seminar, designed to educate the locksmith about the workings of the X-07 lock and train them on proper installation techniques is now available from Mas-Hamilton Group.

The X-07 is an electro-mechanical, self-contained lock. Spinning the dial produces an electrical change that powers an LCD readout and a stopper motor in the combination lock.

For FREE Information
Circle 345 on Rapid Reply

Arrow Lock's Key Security System

Arrow lock announces the new "Key Security" lock systems for all end-users. This registered and insured key control system incorporates a top-quality, U.L. listed, precisioned lock cylinder with a patented key. In addition, each institution will have exclusive rights over their keyways. This will ensure proprietary ownership of keys and guard against unauthorized key duplication.

Every Key Security system is registered to the customer at Arrow Lock Company. The customer will also have an insurance policy guaranteeing them against unauthorized key duplication.



For FREE Information
Circle 346 on Rapid Reply

Continued on page 18



[Click here for more information](#)

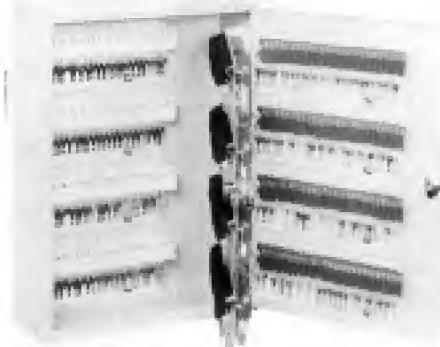
The Innovation You Expect, with the Flexibility You Need!

Continued from page 16

Buddy Products' Color Coded Filing System

Buddy's easy-access key cabinets are now easier to use, with the added convenience of color coded tags. Each section of 100 numbers features a different tag color: 1-100 white; 101-200 blue; 201-300 green; 301-400 red.

All units are constructed of Buddy's "textured" steel, with key control charts for quick identification, and slots in back for wall mounting. Safe, secure "wafer tumbler" locks are all keyed separately, so no key will fit other units.



For FREE Information
Circle 367 on Rapid Reply

ESP Introduces New File Cabinet Locks

A new original equipment lock presently installed in Hon file cabinets is now available to locksmiths from ESP Corporation. The lock is a 4 pin tumbler, 1-3/4" lock, with an ES1 keyway, that will be available keyed alike and keys different. Master keying will be available on a special order basis. The lock also features a machine screw mounting.

The other file cabinet lock, is a 4 pin tumbler, 2" lock with an ES1 keyway.



For FREE Information
Circle 347 on Rapid Reply

Von Duprin Offers Series 4000 Lock Catalog

A new 16-page 2-color catalog is now available from Von Duprin, featuring the company's new Max Hold® Series 4000 direct-hold electromagnetic locks. The catalog explains and illustrates major features of the lock including security options.



For FREE Information
Circle 350 on Rapid Reply

Continued on page 20



**ASP - Your Auto Service
Center for the World**

[Click here for more information](#)

Continued from page 18

Master Rekeyable Locks Restore Security

Master Lock rekeyable padlocks offer maximum security and convenience, with significant cost reductions. Anytime a breach of security is feared due to employee turnover or loss of keys, simply replace the cylinder of the lock and security is restored; as if the entire padlock was replaced, but at a fraction of the cost.



Designed for industrial and institutional security systems, Master rekeyable padlocks feature: case-hardened, high-tech steel shackles which more than double the resistance to cutting and sawing, and a padlock door on the bottom of the lock for fast, convenient cylinder removal.

An ordinary hex wrench, a Master Lock replacement cylinder and approximately 30 seconds are all it takes to restore security with Master rekeyable padlocks.

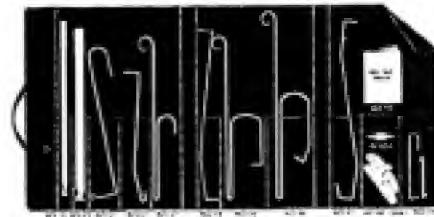
For FREE Information
Circle 348 on Rapid Reply

Pro-Lok's New AK92 Car Opening Kit

The AK92 is the newest car opening kit available from Pro-Lok. This kit includes 16 pieces, each tool was selected for maximum versatility. These are the individual tools that the author of the Pro-Lok Auto Encyclopedia carries in his personal kit. Each tool has been designed to open several different vehicles. These tools provide a spectrum of opening techniques from the simple Slim-Jim/Vertical-button technique to the sophisticated MCOT/Under-the-

window technique.

Also included in the AK-92 is the AO-55 Cloth Fold-Out Case. This case is constructed of "ballistic nylon." This is the same material they use to make bullet proof vests! This rip and tear resistant cloth is heavy duty and will provide years of trouble free service. The case is intelligently designed with individual compartments for each tool plus two pockets with Velcro seals to hold small tools and accessories.



Included in the kit are: Original Slim Jim, EZ Jim, Slide Lock Tool, Astro Tool, Button Finger, Spring L Tool, Wide MCOT Tool, Long MCOT Tool, Toyota Tool, Gas Cap Key, Plastic Wedge, Vent Window Tool, Vent Window Spoon, Mini Tech Manual, and Cloth Fold-Out Case.

For FREE Information
Circle 349 on Rapid Reply

NATIONAL
AUTO LOCK SERVICE, INC.

National Auto Lock Service, Inc. offers a wide range of equipment and services for the Automotive Locksmith. From tools and hard to find key blanks to transponder programming, we can take the mystery out of car service. We accept credit card orders, and can ship COD. Contact us for the latest in automotive technology.

www.laserkey.com

Continued from page 20

Adams Rite Offers New Compact Electric Strikes

The third generation of electric strikes from Adams Rite Manufacturing Co. is called the 7000 Series. Compared to the predecessor 7800 series (which will continue to be available) the 7000s feature a smaller case (approx. 1" x 3") with a smaller but powerful solenoid mounted internally. Faceplate/lip dimensions are available in all the sizes of the



7800 series and with bolt cavities to accept either Adams Rite(metal/glass door) latches, cylindrical (key-in-knob) latches or large mortise latches.

Available in 12, 16 and 24 volts in either AC or DC, all 7000s draw less current than their respective 7800 model.

**For FREE Information
Circle 351 on Rapid Reply**

Briggs & Stratton Changes Chrysler Tumblers

Briggs & Stratton has made a running change to the tumblers used in the Chrysler double-bitted locking system. This change was developed to increase the security of the locks. This change also increased the service life of the tumbler, making this quality design a little bit better.

The part numbers have not changed (321761, 321762, 321763 and 321764). Please be aware that all the double-bitted Chrysler tumblers you are currently buying from your authorized Briggs & Stratton distributor are of the new and improved design and will retrofit into any double-bitted Chrysler lock.

**For FREE Information
Circle 352 on Rapid Reply**

Assa Announces New Brooklyn Series Lockset

Assa High Security Locks announces the new, high security, Brooklyn Series™ Lever lockset. This new lockset incorporates several convenience and high security features that exceed all American Disability Act requirements and building codes,



making it ideal for residential and institutional installations.

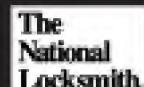
The Brooklyn Series includes the Twin 6000 high security lock cylinder with patented, geographically exclusive keyways for control over key duplication. In addition, the Brooklyn has a one-piece heavy duty cast exterior trim and heavy duty lock springs for maximum lever support.

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by Tom Seroogy

Toyota Celica Service

"The ignition on this car had been removed by reposessors using a slide hammer. This does damage."

The unfortunate part of doing auto work is the inability to control the when, where and what around it. I admit that many of the articles this writer does are done under sometimes better than normal conditions, on cars that are new and easy to work on. A majority of the car work, however, is done under less-than-desirable conditions on vehicles that are rusted, modified or ruined. Doing work for several reposessors means I get my share of these cars, including a 1987 Celica, the topic of this article. (See photograph 1.)

While typically an easy vehicle to service, this particular vehicle not only needed keys, but also an ignition



1. Auto work often means less than ideal working conditions/ replacement keyed to the doors. The ignition on this car had been removed by the reposessor using a slide hammer (dent puller). Not being a manufacturer-approved method of



2. The full facecap and half of the plug were removed during repossession. Removal of this ignition was accomplished with a slide hammer or dent puller, common in repossession.

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Major

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Continued from page 26

ignition removal, the first step was to assess the damage.

Initial inspection showed the ignition facecap and part of the plug missing. (See photograph 2.) Separating the column shroud did not reveal any more damage. The lock housing was unbent and still firmly attached to the column. Inserting a screwdriver into the remaining plug allowed us to turn the car and accessories on, meaning the electrical switch was still in tact.

After assessing the damage, we



3. With the passenger door panel removed, it was easy to see the key code stamped on the door lock.

made a key to fit the vehicle. As with most Toyotas, we found the key code on the passenger door lock. With this



4. Auto Security's keying kit offers an inexpensive way to key and repair imported auto locks and ignitions.

particular car, the key code was visible on the lock without the need to remove it from the handle. (See photograph 3.) Making the key, we tried it in all the locks to make sure both the key and the locks worked.

Next we keyed up the Auto Security Products (ASP) C30-119 replacement ignition using the ASP A30-104 pinning kit. (See photograph 4.) While the ignition was already keyed and assembled, the retaining pin and press fittings that secure the facecap were left unterminated. This made the disassembly and keying of the lock easy. (See photograph 5.)



5. Because the facecap retaining pin and press fittings were not terminated, ignition disassembly was very easy.

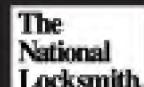
Once keyed, we set and secured the facecap retaining pin and press fittings. (See photograph 6.)

The new ignition ready, it was now



6. Reassembling the lock was equally as easy. Here the press fittings are being peened.

Continued on page 30



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7. Removing the buzzer switch was necessary to prevent its damage upon removal of the lock. This was accomplished by removing the small retaining screw holding it in place.

time to remove the old ignition. Normally, one would turn the key to "ACCESSORY" position and depress the lock retainer. Due to the destructive nature of forced removal, however, this was not possible.

During the forced removal the buzzer activator plunger was sheared. The plunger is a small, usually white,



8. To remove the lock retaining pin it was necessary to drill out some of the remaining plug and part of the shell.

plastic piece that is found on the side of the ignition shell. When a key is inserted into the ignition, this plunger is pushed out towards the surface of the shell, activating the buzzer switch that rides on top of it. When the key is removed, the switch pushes the plunger back into the shell.

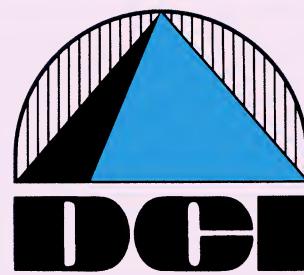
With the plunger sheared, a portion of the switch was still extended into the side of ignition.



9. Once enough of the plug and shell were drilled away, the retainer was punched down inside of the shell and the ignition pried out of the housing.

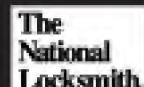
Removing the ignition shell would ruin the switch, unless the switch was first depressed or removed. Because of the damage, we were unable to depress the buzzer switch and opted for removing it. Removing a small #1 phillips head screw, we removed the buzzer switch. (See photograph 7.)

Also, during the during the repossession the retaining pin and



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10. Here are the remnants of the original ignition. More of it was scattered around the interior of the vehicle. This type of damage is common with the slide hammer technique.

plug were damaged, not allowing the pin to be depressed for lock removal. To remove the pin, we drilled the remainder of the plug and the shell just below the pin. (See photograph 8.) Then using a scratch awl, we pushed the retaining pin into the shell and pried the lock out of the housing. (See photograph 9.)

After cleaning out the housing (see photograph 10), we put in the new ignition and replaced the column



11. The finished job is better than the original. Let's hope the fender fares the same.

shroud. (See photograph 11.)

VOILA! The ignition is keyed and finished. Somebody else can do the fender! §

Letters

Continued from page 6

locksmith and an association member. The interview lasted about 40 minutes. All but about six seconds was edited. I did get to review the uncut versions and believe me when I say, what you didn't see was a lot more important than what

you did see.

In the business opening section of the videotape, the locksmith did ask for I.D. and was shown a business card (without the client's name). The client explained that he had just started working there the day before, and had lost the key. The locksmith was shown a driver's license, and was informed that the alarm had been turned off. When the locksmith opened the door, the alarm did not go off. This opening was performed about 30 minutes before regular opening time. The locksmith did exercise caution in the opening but the station did butcher the segment.

In my interview with the reporter, he disclosed that my company had been called. When we told him we would not gain entry without positive I.D., we were told to cancel the call. How many more calls were possibly dismissed?

The association members wrote the station asking for equal time, but never got a response. Our belief is that journalism should be fair and tell "both sides of the story."

Terry Simons
Texas



SRI and Steve Young are working together to bring you the best in locksmith tools and supplies.

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Making Locks...

Lori Lock, located in Southington, CT, has been manufacturing products for the locksmith since its foundation in 1961. The company is currently headed by President Andrew J. Meade. Andy recently purchased the company from Kaba Security. Previously, Andy had headed Lori Lock for a number of years. Thus he is well known in the locksmith industry, and, of course, he is completely familiar with Lori, which he helped found originally.

Recently a new catalog was introduced to showcase the product line. The 4500 series Mortise Cylinder Deadbolt is still an important

Lori Lock Products

"Lori offers a wide variety of products for the locksmith trade including solid brass mortise cylinders."

component of the line. These locks use a heavy duty cylinder housing which accepts a solid brass mortise



The 4500 series mortise deadlock and the 4900 series mortise cylinder deadbolt.

cylinder. The patented bolt mechanism provides the security of a full one inch throw bolt with hardened steel pins.

Plus the new 4900 series Mortise Cylinder Deadbolt is a low profile deadlock featuring a narrow rose to give the lock a lower profile when mounted on the door. Designed for use only on 1-3/4" doors, the lock is available with a 15/16" 5-pin cylinder. A wide variety of finishes, backsets and keyways provide the flexibility necessary to fit any application.

Lock cylinders are also an important component of Lori's business. According to A.J. Meade,

Continued on page 35



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Continued from page 32

National Sales Manager. "We've broadened our range of cylinders so we can offer a complete line of cylinders to the market, from the interchangeable core to mortise, rim, profile and key-in-knob cylinders. We offer a complete line to the locksmith. Now they can purchase a complete range from one source. We also supply cylinders on an OEM basis to many door and lock manufacturers."

A.J. notes that the cylinder business is one that has recently undergone some changes. "We intend to continue to broaden our line to cover the complete variety needed to satisfy the locksmith and the distributor. With AWI gone, many locksmiths are still looking for a new source of quality cylinders. We can fill these orders."

Mortise cylinders are available in over 27 keyways, made in ten different finishes. Most importantly of all, however, is the fact that the Lori cylinder is machined of solid bar stock brass, insuring a high quality product. Cylinder lengths range from 15/16" to 1-1/4". The 1-1/8" - 1-1/4" sizes are drilled for six pins, and are pinned with five. Economical Rim Cylinders are also available, some come with a brass plug.

Mortise keyways include Arrow,

almost any cylinder requirement.

The interchangeable core cylinder range includes Arrow, Best, Eagle, Falcon and KSP. And, in fact, Lori offers all parts, tools and equipment needed to service these cylinders. In total, two lengths are manufactured in twelve keyways in brass. Five finishes are available as are master keying and grand master keying.

the five pin version of the Loricentric™. It features standard keying capacity for most jobs. This program is for locksmiths only and is exclusively available through locksmith wholesalers.

Other products in the line include jimmy proof locks, night latches, rim deadlocks, garage door locks, and combination locks. Plus the 1700



Lori also offers a variety of interchangeable cores.

Lori is also the maker of two innovative systems offering key control to the locksmith market. The Loricentric™ system with its paracentric six pin keyway is designed for pick resistance and master keying

drawer and 1750 cabinet locks are made out of diecast zinc and come in two finishes, brass and cadmium. There are 228 key changes, and the EB series can be master keyed at no extra charge.



The wide variety of mortise, rim and profile cylinders.

Corbin, Dexter, Eagle, Falcon, Harloc, Kwikset, Lockwood, Lori, Russwin, Sargent, Schlage, Segal, Weslock, Weiser, Yale and other keyways. The 1500 series Key-In-Knob Cylinders is the broadest line in the industry. With up to 27 different keyways available in US26D and US4, Lori can supply

capacity. At present, the blanks are available only from Lori. The cylinder can retrofit a wide variety of existing locksets. Master key systems are custom designed. Cylinders are furnished 0-bitted or master keyed to a factory registered system.

The Lori Locksmith-80 system is



Keys for the Loricentric™ and Lori Locksmith 80 key system.

Rounding out the products are mailbox locks, latch protectors, padlocks, cylinder collars, thumbturns, dummy cylinders, and pin kits. Lori products are carried by a wide variety of locksmith wholesalers.

For more information contact: Lori Lock, P.O. Box 1040, Southington, CT 06489, (203) 621-3605. §



The
National
Locksmith

New
&
New

\$ Profitable Ideas

Following are a number of interesting ideas you might want to consider for your business. You should always remain open to new ideas and products that might help you profit more. Under each product item there is a Rapid Reply number. On items that interest you, circle the number on the Rapid Reply Card. You will then receive literature on those items which you have requested.

A-1 Security's Tool Kit

A-1 Security Manufacturing Corp. introduces the Interchangeable Core Tool Kit (#ICKT). Included in the kit are three tools for servicing interchangeable core. Included are: the block, a highly specialized tool used to decode pin chambers for the control key code; the capping block, which caps both Best® and Falcon® types and the unique dumping block.

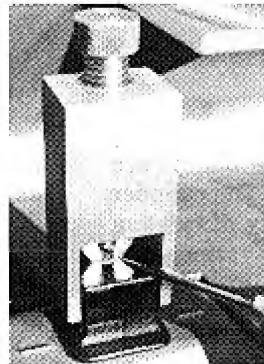
In addition to the #ICKT, A-1 offers a full array of tools for I/C core including accessories for servicing Peaks® 140 spacing.



Circle 306 on Rapid Reply

Aable Locksmiths' Plug Remover

Frank Markisello of Aable Locksmiths announces his new squeeze lock plug remover. Just slide the tool over lock locking plungers, flip the tool up, and the two shims at the tip of the tool. Fingers will slide between the cylinder and the holding tabs. Turn the knob at the top of tool and the two fingers will open the holding tabs at the exact moment the plunger will push the cylinder out of lock.



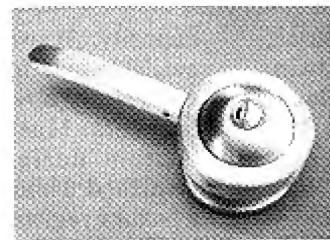
Circle 307 on Rapid Reply

Access Spec.'s Lever Conversion

A lever handle which can be readily adapted to standard doorknobs, to meet guidelines of the Americans with Disabilities Act, has been introduced by Access Specialties and Products, Inc.

Gary Spalding, sales director of the firm, said the Model ADA-I lever can be fitted to most doorknobs in about two minutes, using two standard Allen wrenches.

The machined aluminum device is non-handed, available to fit common 2 1/8" and 2 1/4" doorknobs.



Circle 308 on Rapid Reply

Automatic Gate Openers' Bulldog®

The Bulldog® is a new, low cost, automatic gate lock that provides controlled access with excellent security for personal "walk-through" gates in swimming pool and tennis enclosures, fenced areas of the home, secure areas of business and industry, airports, government facilities, apartments, and other installations needing access control. The Bulldog is easily surface mounted on wood, chain link, or metal gates, with no drilling or welding required in most installations.



Circle 309 on Rapid Reply



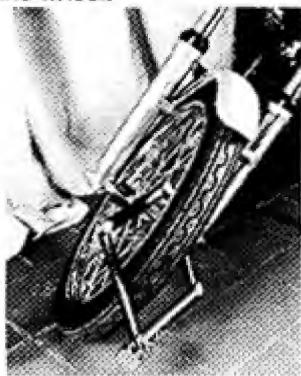
Continued on page 41

BarLink Motorcycle Wheel Lock

BarLink Securement Systems introduces their new product for the riding enthusiast.

As seen in the photo, the unit immobilizes the wheel, yet will quickly and easily fold and store in its own case for easy packing which is so important to the rider.

The unit is constructed of heat treated stainless steel with custom designed exterior grade vinyl moldings to prevent marking of the wheel.



Circle 310 on Rapid Reply

ESP Introduces Sliding Door Locks

ESP Corporation recently announced that two new sliding door locks for glass, wood and metal doors are now available for locksmiths. The locks are called Ratchet Locks and are available keyed alike and keyed different. Masterkeyed locks are also available on a special order basis. The locks feature a bright nickel finish and the ES8 keyway.

The #8RL model features an adjustable clamp on the ratchet bar to accommodate doors up to 11/16" thick. The model #7RL accommodates doors up to 1/4" thick and is usually used on glass sliding doors.

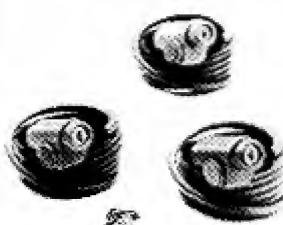


Circle 314 on Rapid Reply

Bax Technologies V-Lock

Bax Technologies introduces the V-Lock, a new streamlined cable-lock which combines proven security with three trendy color combinations.

Special features include: keyway shutter to keep out dirt and rain, cable-guards, a tough 6-foot self-coiling steel cable, and colors which stand out and deter theft.



Circle 311 on Rapid Reply

Excalibur's K-9 Car Alarm

The K-9 Car Alarm from Excalibur is a convenient personal protection device. The unit is capable of providing remote arm or disarm from up to 20 feet away, and it comes with two 3-frequency key change transmitters.

By pressing button one or two in different sequences, various functions are possible including: arming, disarming, unlocking doors, a remote panic alarm, operating another unit, or opening the trunk.

The unit has pre-wired plug-in features and is programmable.



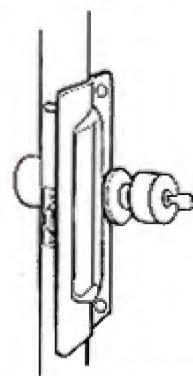
Circle 315 on Rapid Reply

The PLP Series

From Don-Jo

The PLP Series is a new series of latch protectors for outswinging doors. The PLP features a pin, welded on the back, for preventing the spreading of the door from the frame. It has a large cut-out to accept up to a 3-1/2" diameter rose, commonly found on heavy duty key-in-levers.

Available in silver, duro, or brass plated the PLP's are packed with carriage bolts, washers and cap nuts for greater strength.



Circle 312 on Rapid Reply

The Dor-O-Matic Pocket-Pivot

Recent design changes by Dor-O-Matic now permit doors hung on Pocket-Pivot Hinges to be used with standard size 2" face frames. The model 91105 Pocket-Pivot Hinge allows steel and wood doors to be fully recessed into wall pockets to achieve improved corridor aesthetics, increased clear openings, enhanced safety and reduced maintenance.

The Dor-O-Matic Pocket-Pivot Hinge is U.L. listed for "A" labeled steel fire doors and 20 minute labeled wood fire doors.

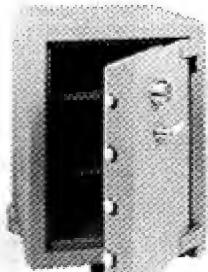
Circle 313 on Rapid Reply

Fichet Announces New Silver Safe

Norm Brauner, the new president of Fichet-Brauner U.S.A., announced the introduction of the new Fichet Silver High Security Safe.

The Silver's body is 2" thick, filled with an extra-hard agglomerate of 7,000 PSI compressive strength. This agglomerate offers high resistance of drilling and cutting, as well as to torch attacks.

In addition to burglary protection, the Silver's composite walls provide a minimum of one hour fire protection for paper documents.

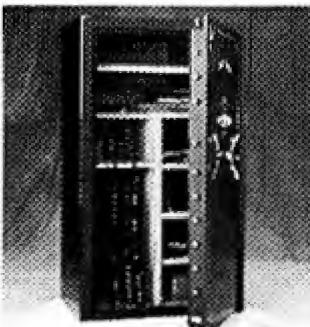


Circle 316 on Rapid Reply

Fort Knox Updates Vaults

With the ever increasing pressure to secure your arms, Fort Knox Security Products has introduced some new features to their line of gun vaults.

Features include: concealed hinges that allow the door to open 100 degrees for full access to your contents, yet prevent the heavy door from damaging your walls and furniture. The rack and pinion gear drive locking mechanism is sophisticated and reliable, and is completely maintenance free.



Circle 317 on Rapid Reply



The
National
Locksmith

Continued from page 37

Gil-Ray Sells

Direct

Gil-Ray Tools recently announced a new direct sales program for replacement key machine cutter wheels. Best known for their mail in cutter sharpening service, Gil-Ray also manufactures precision replacement cutters for most key machines.

"We have decided to offer our key machine cutters direct to the lock-smith," said David Deuel, president of Gil-Ray. "By eliminating the "middle man" we are able to produce premium quality cutters for standard prices" he added.



Circle 318 on Rapid Reply

Gemini System

By Gyro Tech

The Gyro Tech GT 700 Gemini is the affordable solution for conversion from manual operating doors to automated access for the physically challenged or elderly.

The operator is a self-contained compact 32" unit that uses solid state electronics throughout. The GT 700 is surface-mounted for easy installation on existing doors. It offers an opening speed control which is adjustable with a 0 to 60 second hold open delay for even more flexibility.

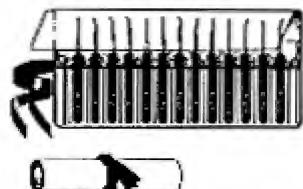


Circle 320 on Rapid Reply

HPC's New

2000 Series Picks

HPC introduces the new "2000 Series" picks, available individually or in sets, with long or short handles. The picks feature soft touch black rubber (non-slip) handles, on stainless steel picks. These "Sure Grip" handles offer precise control within the lock. The pick design permits easier access into the most restrictive keyways, such as European, as well as North and South American keyways. The pick sets also roll up for added convenience.



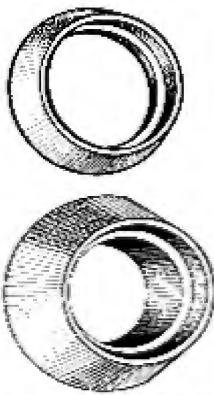
Circle 319 on Rapid Reply

Major Adds To

Cylinder Guard

Major Manufacturing announced a recent addition to their line of cylinder guards. Added were three new finishes and a new larger size.

The new finishes include polished brass, polished chrome, and dull chrome. The larger LCGA and LCGD, aluminum and duranodic powercoat are for use with the longer 6 and 7 pin and interchangeable core type rim and mortise cylinders.



Circle 321 on Rapid Reply



HPC has it all:
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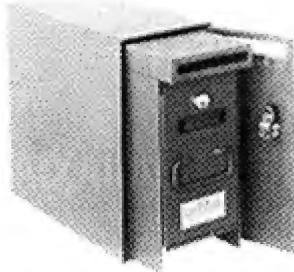
[Click here for more information](#)

Continued on page 44

Perma-Vault's New Drop Box

The dual compartment drop box is an affordable, safe and convenient depository for the interim storage of cash and checks available from Perma-Vault Security Products. The exclusive removable inner safe can be exchanged for easy transfer to a counting room or cash pick-up service.

There are two sizes available: Model PRO-1200-M is 6" x 12" x 11-1/2" and Model PRO 1900-M is 6" x 19-1/8" x 11-1/2"; which bolt within arms length of a cash register.



Circle 322 on Rapid Reply

Personal Security's Countertop Rack

Personal Security, a wholesale distributor of security and self-protection products to the locksmith and security dealer trades, announces the introduction of a multi-product countertop rack for retailers.

The Personal Security Rack contains eight proven products, including Mace brand self-protection spray, PepperGard spray, Screecher sonic alarm, Muzzle canine repellent and several other products.



Circle 323 on Rapid Reply

Pride Barco's Mailbox Lock

Mail theft and tampering has become such an epidemic that the U.S. Post Office is now recommending locked mailboxes for home use. Pride Barco Lock Company has come up with a terrific product to thwart thieves and keep personal correspondence private. It's the Pri-Va-Cee Mail Safe, a locking insert which fits neatly inside all existing U.S. Postmaster General approved rural style mailboxes.

Designed as a kit which can be installed without any special tools, the Mail Safe turns any mailbox into a locked receptacle.



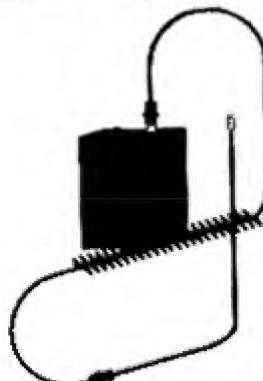
Circle 324 on Rapid Reply

Pro-Lok's Car Opening Light

A year ago Pro-Lok introduced the AL2000 car opening light, and now they are upgrading the standard one year warrantee to a lifetime warranty.

The Pro-Lok AL2000 is a high quality car opening. The unique construction of these lights makes them virtually indestructible.

Features include a case made of high impact plastic, a wand, the switch with a 50,000 cycle testing and the coiled cable.



Circle 325 on Rapid Reply

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Continued from page 42

STI's 'Keys Under Glass'

Safety Technology International addresses the problem of keys that must be available in case of emergency, but must not be too easily accessible. "Keys Under Glass" make it necessary to break the glass, thus alerting everyone to what's happening.

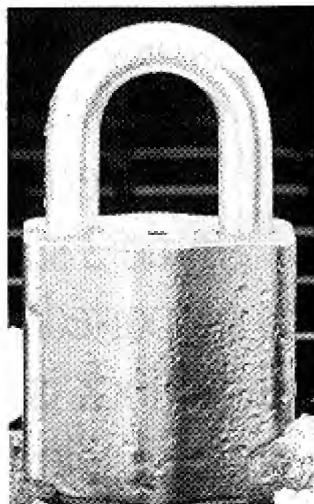
The keys are visible and available, and glass replacement is simple, options include a tamperproof screw kit, and a Neoprene gasket for weather proofing.



Circle 326 on Rapid Reply

Environmental Padlock By S&G

The Environmental Padlock from Sargent & Greenleaf is built to stamp up to contamination, moisture and freezing and designed to clean itself with each use, thus ensuring that the lock will always open under tough conditions. Its applications include vending machines, railroads, trucking, utilities, marine, and construction.



Circle 327 on Rapid Reply

Snook Light Kits From T.L. Snook

T.L. Snook makes light kits for car opening, safe and alarm installation. These kits are machined from aircraft aluminum also construction with a front connector and turn switch at the base. The flexible 10 and 15 inch necks come with standard high intensity or new Xenon super high output, 15% more efficient than Krypton.

The kits come in nylon velcro pouches which fit in a shirt pocket and contain all five pieces.



Circle 328 on Rapid Reply

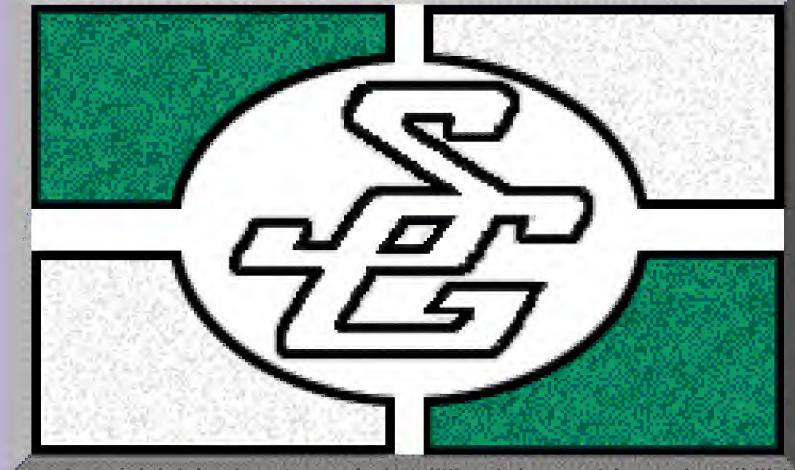
New Inverter By Statpower

Statpower Technologies Corporation introduces their all new PROwatt 1500 DC to AC Inverter. This 1500 watt, continuous power inverter allows the locksmith to run all kinds of key machines, drills and similar equipment. With enough surge to start a 3/4 HP induction motor and higher power ratings over its 1500 watt continuous amount (for shorter time periods) the PROwatt 1500 has the power necessary to make the job much easier for the mobile locksmith.

The PROwatt 1500's exceptionally small size (8.5 lbs) allows it to be mounted in a number of areas in the service vehicle or van.

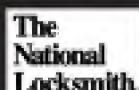


Circle 329 on Rapid Reply



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technology...tradition.**

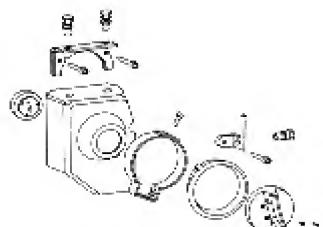
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Continued from page 44

Steadfast Offers Security Collar

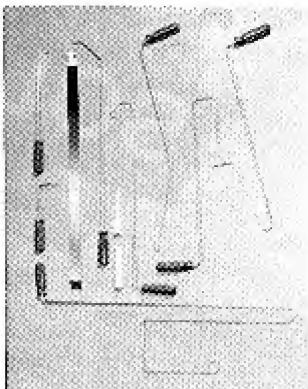
The Steadfast Security Collar that has been providing theft protection for GM and Jeep vehicles for more than a decade has recently been upgraded with an improved shield. In addition Steadfast has also introduced Ignition Guard, an equally effective anti-theft device available now for Chrysler and Mazda, with Toyota and Honda models coming soon. Like the Collar, Ignition Guard protects the ignition cylinder (the prime target of thieves) from being tampered with or popped.



Circle 330 on Rapid Reply

Steck Lockout Tool Kit

Steck Manufacturing Company announces the introduction of their newly revised Lockout Tools Kit for unlocking automobile and truck doors. Three tools have been deleted from the previous kit and three new tools have been added to make up this new kit. The #32700 kit allows the user to unlock almost all cars and light trucks on today's highways including the new Japanese cars.



Circle 331 on Rapid Reply

Stor-A-Key KeyBoxes

Stor-A-Key combination keyboxes now come in a colorful, eye catching visual pack. Locksmiths stock Supra keyboxes in visual packs because they promote product benefits and show customers the durability and convenience Stor-A-Key offers. Offering the product this way also increases sales.

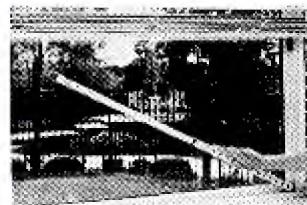


Circle 332 on Rapid Reply

Timtronics' New Knight Stick

Entirely self-contained, the "Knight Stick" from Timtronics Technology is designed to protect sliding doors or windows, against forced or casual entry, but unlike other alarms, it both secures and alerts in case of any attempted intrusion.

The Knight Stick can be push-button adjusted to accommodate any size aperture from 23 to 37 inches. Powered by four size AA dry cells, each completely self-contained unit features an 85 decibel audible alarm, and a discrete alarm reset switch for owner reset only. State of the art circuitry assures long battery life.



Circle 333 on Rapid Reply



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Infinity Controller From Trionics

The MK-2 LCD is an LCD keypad designed for use with the Infinity 9610 Programmable Controller. It features design styling, separate high fidelity speaker and microphone, extremely thin design and is available in three color choices to blend in nicely with all residential and commercial applications.

User operation is simple as keys are clearly labeled and illuminated. The high contrast LCD is easily read and illuminated as well.

The MK-2 LCD produces clear speech for the built-in intercom system and the control's digitally recorded speech announcements.



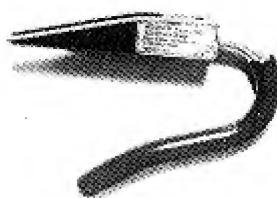
Circle 334 on Rapid Reply

Wedge-It™

2 in 1 Tool

The Wedge-It™ is a self lubricating, easy-to-use opening tool for locksmiths. Field tested on all makes and models of cars, this tool's high strength molded nylon and glass material allows for a sharp wedge point, without scratching or damaging window glass, trim panels, or painted surfaces.

Applications of the Wedge-It include spreading a gap between the window glass and weather stripping, and for the removal of interior door panels held in position by push-in fasteners.



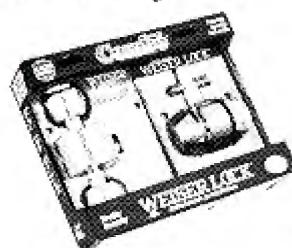
Circle 335 on Rapid Reply

Weiser Lock Offers

Entry Lock

The new Combo Pack by Weiser Lock offers the double security of an entry lock and a single or double cylinder deadbolt lock. The same key operates both locks, and the clear-view display package includes four keys and instructions for easy installation.

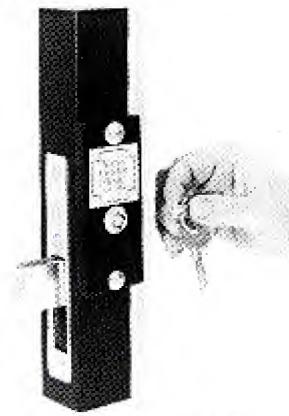
The single cylinder security deadbolt is keyed one side; the double cylinder is keyed both sides. All of the deadbolt units have a full one-inch bolt which resists sawing and prying. The deadbolt's tapered trim resists wrenching, and comes with a heavy duty strike and extra-long (3") strike mounting screws.



Circle 336 on Rapid Reply

The Lou Werner Cylinder Guard

"The Werner Cylinder Guard" is designed to conceal the keyway so that the only access is through the special configuration plug. This plug is removed by inserting a tool which can be carried on a key chain. The owner can insert his key in the lock and open the door. The plug is then replaced in the "Cylinder Guard" preventing anyone from tampering with the cylinder.



Circle 337 on Rapid Reply



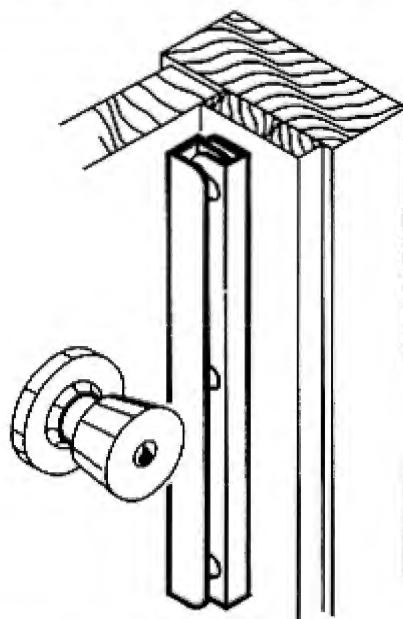
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Hardware Products...

MAG Engineering & Manufacturing, Inc. has announced the introduction of a number of new and unique guard products designed for the locksmith and the security market. The Latch Guard Models 8840-B, 8840-C, 8843-B and 8843-C have a unique design for in-opening doors with deadbolts and/or knoblocks. The guard reinforces the lock and frame area against kick-in attacks.

It fits all backsets and prevents spreading of the frame from the door, as well as prohibiting credit card tampering, jimmy bars, etc. This unit is made out of solid steel with all hardened screws which are concealed when the door is closed. The product is easy to install, with a unique foam spacer strip which eliminates the need for measuring. The entire guard line is available in polished brass and chrome finishes.



The model 8840 latch guard.

The 8843 is the same as above except that at 12" long, it accommodates double locks, mortise locks, access control locks, combo locks, all backsets and all diameters of roses.

New Products By MAG

"New from MAG Engineering & Mfg. are a selection of door guard latches and protectors."

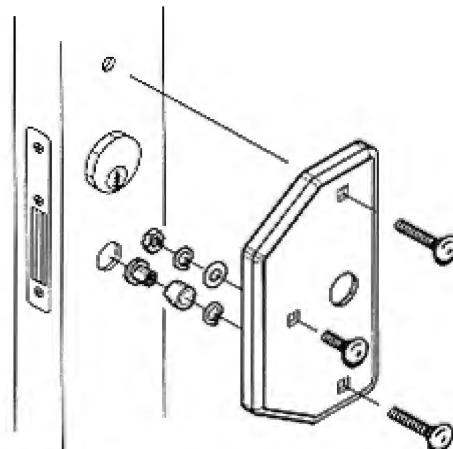
The Models 8845-B and 8845-C are made for out-opening doors with knoblocks or deadbolts and they fit all backsets. These products are made of heavy gauge steel for wood or metal doors. They are easy to install without cutting because the guards do not interfere with the existing doorstops. The guard accepts up to a 3-1/2" diameter rose.

The Models 8848-B and 8848-C are manufactured for out-swinging doors with knoblocks or deadbolts, fitting any backset. The design, made of heavy steel, requires no cutting for installation. It also allows for adjustment while concealing the lip of the existing strike. It accommodates roses up to 3-1/2" in diameter.

The Models 8850-B and 8850-C Universal Latch guards are for out-swinging doors. They fit all backsets, locks placed up to 6" on centers, access control locks, mortise locks, and combination locks. Because the through-bolts do not interfere with the doorstop, cutting is not required for installation. A unique reinforced mounting area and anti-spread security pin provide maximum security. This guard is so universal that it is virtually the only one needed for all out-opening flush doors (except narrow stile), no matter which locks are involved. The units eliminate the need to stock many different guards.

The Models 8858-AL and 8858-DU are made for out-opening narrow stile doors, and they come complete with cylinder guard and anti-spread pin. The heavy gauge steel construction assures maximum security. A unique sleeve and retaining nut allow for simple installation and easy adjustment for a tight fit with easy adjustment. These latch guards are available in duronodic and aluminum finish.

A Hole Cover Plate, Model 8868-PC, is a cover for holes from 1/2" to 2-1/8". This unit has a self-centering disk which



Model 8858 for out-opening doors.

prevents movement of the plate. It is designed to use on a 2-1/8" hole with break-off tabs to accommodate a 1-1/2" hole. The self-centering disk is not used for holes which are less than 1-1/2" in diameter. The disk assures consistent alignment and eliminates the exposed dimples for a better appearance. The product is available in a prime coat finish.

The Adjust-A-Strike With Extended Lip (Models 4520-B, 4525-B, 4530-B and 4540-B) feature a unique and patented design of extended lip strikes, allowing for 1/4" adjustment. This allows a snug fit of door to weatherstrip. The strike is available in 2", 2-1/2", 3" and 4" sizes in brass finish. A template is provided with each product to assure easy installation. These heavy gauge steel strike come complete with 2" hardened screws for installation with power drivers.

MAG is also introducing a complete line of filler plates.

Of course, in addition to these new product introductions, the company is well known for their line of door reinforcers, sliding patio door locks, heavy duty sliding window locks and other security hardware.

For more information contact: MAG Eng. & Mfg. Inc., 15261 Transistor Ln., Huntington Beach, CA 92649, (714) 891-5100. §



The
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Trade Talk...

by Sean DeForrest

The 1990's marks a dramatic change in the way service businesses must compete in order to be successful. Service businesses such as banks, insurance companies, retailers and wholesalers are going through the same gut wrenching changes that the manufacturing sector has been experiencing since the later 1970's. Service businesses can no longer be content with a business as usual approach but instead must rethink the entire way they approach today's marketplace. To be successful in the 90's will require not only hard work but fundamental changes in what type of work is performed, who is to perform it, and how the work is to be done.

When we say that companies must rethink their approach to business it applies to all facets of an organization; how a business processes work and the systems it has in place. It means examination of how assets are managed, especially inventory and receivables. Companies will also have to decrease costs and, at the same time, improve productivity. For the locksmith industry, one of the most crucial aspects for owners and managers will be examining their strategic market plan. A market plan is a set of action steps which are needed to meet the firm's objectives and policies. A marketing plan guides the firm's marketing effort - its level, mix, and allocation as determined by the owners and/or managers of a company. What specific changes locksmiths will have to make in order to continue to be successful is very difficult to say. However, the following is a summary of the key marketing issues facing locksmiths and suggested directions they should consider.

Promotion: For most locksmith businesses promotion and advertising have consisted of yellow page advertising. While such advertising has a certain amount of merit, in many

Marketing For Locksmiths

"Better promotion of your existing product lines is an excellent way to make additional sales."

cases it will not by itself prove sufficient to maintain success in the future. It is too numerous to list all the advertising and promotional alternatives available to locksmiths today. However, two stand out as being especially important: direct mail and outside (personal) selling. Direct mail is extremely cost effective and, if done properly, is an efficient tactic to reach a target audience. Outside selling is much more complex and of course requires a much larger dollar commitment. However, if done properly, outside selling remains the single most effective means of reaching most industrial and commercial buyers which is one of the key customer groups that the locksmith businesses are targeting.

There are plenty of options on how to get started on either one of these marketing tactics. There are seminars, books, video tapes and other instructional media that can help you. In addition, your local wholesaler representative is also a great source of help.

Product Extensions: Another excellent promotional area to consider is increasing sales of existing product lines by better promotion (merchandising) of current products you carry. A well designed retail merchandising store can improve sales of existing products overnight merely by letting customers know you have these items available. Merchandising your store is not something just the big retailers can afford. Assistance is available from your wholesale distributor as well as several marketing firms. Point of sale signs, department signage, sale tags, gondolas, mounts, and consumer video tapes are but a few of the many tools available to locksmiths to increase their sales of existing products. While we could spend a great deal of time talking about store merchandising, one area deserves special attention and that is

creating a "department" within your store to merchandise groups of related products. Large retailers such as Sears and Wal-Mart have been using this approach for years. Locksmiths should also cash in on this very effective approach of displaying products in your store.

The commitment to such "department" concepts can be minimal. In most cases a small stock representation is all that is needed accompanied with the proper signage and displays which can give your store a much bigger image to the consumer.

Product Additions: Closely related to product extensions is the concept of adding new products to the offering you currently sell consumers. In addition to standard door lock sales, companies could be selling door closers, exit devices, safes, and alarm products to name just a few. In every case you should be examining what your current customers are demanding in the way of door hardware and security products and then go about profitably meeting those needs. In many cases the consumer will not explicitly tell you what their needs are. For example, many end users do not ask for high security products. Instead, you must go about identifying their needs and then explaining (selling) to them the benefits of your product offering.

One of the biggest drawbacks to adding new products to your market mix is training. However, this is a vital area of management responsibility and the business owner must commit the resources to make sure either they and/or their service technicians have sufficient training. Investing resources into product training now will pay tremendous dividends for years to come. Your local locksmith organizations, ALOA or your wholesaler can all provide a great deal

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The
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Continued from page 59

of important training opportunities.

Variable Pricing: There is no question that the retailing environment of the 1990's is completely different from that of the 1970's. The best example of this new retailing approach is the emergence of Wal-Mart as the nation's number one retailer. Wal-Mart's approach of everyday low pricing coupled with advanced distribution systems has permanently changed the retail marketplace. Wal-Mart completely revolutionized the mass merchant market and unleashed forces that have dramatically altered other retail channels as well. National hardware chains such as Home Depot and Home Base are applying the same "everyday low price" strategy that Wal-Mart is using. Again, the result has permanently altered the way door hardware and security products are being sold.

There are several tactics small retailers can use to counter the threat of such giants as Home Depot. One especially effective tactic is for smaller retailers to unbundle their service and product pricing. By unbundling I mean separating the price of the value added services that you provide the customer from the actual product itself. In the past, many specialized retailers charged full retail prices and justified the price to the consumer because of the technically superior service and expertise that went along with such pricing. In today's environment, such "bundled" pricing is no longer acceptable to a large number of customers. Instead, they wish to see competitive product pricing and, if needed, will then buy the value added service separately.

Let us look at an example of bundling versus unbundling of services. In this case, the consumer goes to the locksmith for a lock hardware "spec" because she was remodeling her home. The locksmith spent a great deal of time specifying designer hardware for her home and provided her a finished list of the necessary door hardware. He priced the hardware at full retail assuming the consumer would buy the product because of all the time and effort he spent giving her a spec service at no charge. In this hypothetical case, the locksmith was quite surprised when the homeowner took his list to a local hardware store and received 25 percent off using the locksmith's specification.

Now let us use the same example but in this case the locksmith uses an "unbundling" technique. In this case the locksmith would charge the homeowner a "spec fee" to come up with a list of hardware she needs for the home. The locksmith could even give her a partial or full refund of the spec fee if she purchased the hardware from him. In addition, because he now has unbundled his service from the product cost he could easily match the 25-30% discount the big retailer was offering. In addition, the locksmith is in perfect position for add on product or service sales that may arise from the remodel project. For example, the locksmith could unbundle his installation services and offer them at a separate price.

Sound crazy? Well, this unbundling approach is already successfully working in other home remodel areas such as kitchen and bath. Kitchen designers are charging for their specification and installation services separate from the product sale. Their investment in the product sales is minimal because like the locksmith industry they let their wholesaler carry the cost of holding the inventory and they order their product on an order by order basis. This "just in time" ordering allows them to work on much smaller margins (25%) and gives the designer the opportunity to focus on higher margin services. The end result is the consumer is given a choice on what they want to pay for which is the whole concept behind unbundling.

For locksmiths and other small retailers to stay competitive with the Wal-Marts or Circuit Cities of the world they should consider unbundling their services. In addition, their pricing strategies must be increasingly more flexible. By continuing to charge list price on commodity products locksmiths will see more and more erosion of their customer base. Discounts off list are one example of more flexible pricing tactics. In addition, service charges themselves need to be examined. Instead of "one dimensional" single level service prices, locksmiths may need to consider multiple pricing schemes depending on the customer needs, the products involved, and the degree of complexity required.

Service Extensions: Similar in nature to product extensions, new services or service extensions is a strategy which attempts to capitalize on

Continued on page 99

The Lighter Side

Hats Off



by Sara Probesco

"Do you realize the world knows you by the hat you wear?" I asked Don across the breakfast table, one morning.

"What do you mean?"

"Everywhere I go, somebody mentions your funny hat. People from Montana to Massachusetts all know it's your trademark. Why, when I gave my seminar for the North and South Carolina locksmiths, they even wore Levis and caps to their closing banquet in your honor."

Don grinned. "How about that!"

"Remember what Mr. Brownlee said?"

"I'm not sure I do."

"When that picture of you receiving your master certificate came out in the local newspaper he insisted they'd gotten the wrong picture above the caption. He said it couldn't be you, because the guy in the picture didn't have on one of those funny caps you always wear. Don't you remember?"

"Oh, yeah." He chuckled. "Well, I guess it really has become a trademark." Returning to his morning newspaper, he took a deep slurp of hot coffee.

I waited a few minutes before speaking again. "I wonder if it's a good idea."

"Hmmmm," Don replied. "What's that?"

"Having that Gatsby cap be so important to your image—I wonder if it's a good idea. What if you lost it? Would people cease to recognize you?"

"Now, let's not get carried away over this, shall we?"

"That's just it. I wonder if we've already carried the hat business a bit too far."

We finished our breakfast in silence, Don reading his paper, I deep in thought.

How important are "trademarks", I pondered. We have established several since first establishing our locksmith business. Besides his touring-style caps, our large, converted Frito-Lay service van (otherwise known as our portable billboard) has served us well over the years, not only as a mobile shop, but as an advertising medium. Although we now hold it in a state of semi-retirement and primarily use our spiffy, new Safari van for service calls, the old "dinosaur" remains parked before our store, proudly announcing our location to passers-by. After all, it has become a "trademark."

Another of our identifying features is the vertical Schlage key which appears on a large, bright yellow sign suspended from a lamp pole in front of our store. The same design appears in a five-foot panel of vibrant stained glass in our store's front window and is imprinted on all our business cards, letterhead, and envelopes. Accompanying this logo are the words, "A-1 Lock & Key: Security is Our Business." This trademark is official—registered with the State of Texas for our exclusive use within the state.

We recently learned that we have another "trademark" of which we were unaware. A new customer came to us the other day and said, "I was told to be sure to come by your store and meet you, even if I didn't need any locks or keys. The lady I was talking to said you folks are the friendliest, most accommodating people in town, and I really should get to know you."

Now, that's the kind of trademark you can't buy or register, but it surely is good for business!

If what she said is true, it's no accident. We work at promoting ourselves and our business through an outgoing attitude of caring about our customers—not just caring about their needs as they impact our

business, but caring about them as individuals.

We try to remember to congratulate proud parents and grandparents when we read in the paper about some accomplishment of their child or grandchild. We send cards or notes of recognition, thanks, or sympathy to various customers at appropriate times.

We greet every customer with a smile and a few words of friendly conversation, whether we know them or not. To travelers passing through, we often offer suggestions about good places to eat and shop, or we give them a free map of Uvalde and the surrounding area, pointing out special features and attractions they might otherwise overlook.

Our basic service policy consists of going the "second mile." By offering more than the customer expects for his money,

We nearly always leave them smiling. That's a trademark worth cultivating.

Don called from the bedroom, interrupting my thoughts. "Do you know where I laid my cap? I can't find it anywhere."

"Look in the utility room," I answered.

"Why in the world would it be there?" I could hear him mumbling as he continued to rummage through his closet.

"I washed it, last night," I replied.

Suddenly, Don's form loomed ominously in the doorway. "You did what?"

"The underside of the brim was black with graphite, and it was covered with smudges. I couldn't stand looking at it another day."

"But, you don't wash a cap like that. It will lose its shape and never look the same again." He sank into a chair, totally distraught over the matter.

"Fiddlesticks!" I replied, going to retrieve the object in question. "It'll be good as new. You'll see."

Continued on page 90

Beginner's Corner

Rekeyable Padlocks



by Eugene Gentry

In addition to his service work, a locksmith should be a salesman. Many times, while doing repair work, openings, or rekeying we forget to look around and suggest other work that could be done. For instance, you could say, "I could put padlocks on your gates and storage rooms that use the same key as your house." In order to do this you need to know about the rekeyable padlocks with interchangeable cylinders.

Now the more experienced locksmith has an advantage because he knows just about every product on the market. The new locksmith is at a disadvantage because he does not know about all the different products.

Steven Marcou, president of Security Plus Inc., a wholesale lock distributor in Phoenix, AZ told me, "The new locksmiths that come into the store are not always aware of the many different kinds of products used in the locksmith trade." He then took time to show me the advantages and disadvantages of some of the different interchangeable cylinder padlocks that he stocks. I will pass this information on to you. (See photograph 1.)



1. Steven Marcou, president of Security Plus Inc. explaining rekeyable padlocks.

Almont has a rekeyable padlock

that is key retaining. (See photograph 2.) This means the key cannot be removed when the padlock is open. It has a shackle that can be removed when the key plug is removed. It can be master keyed or grand master keyed into an existing key system. The keyways available are the Yale 8, Schlage C, Segal 9, Schlage C thru K, Kwikset, Ilco-1054K, and Weiser.



2. Almont with Kwikset cylinder.

To remove this cylinder, a key with a notch on the top is used. To cut your own notch, the dimensions are 3/32" deep and 3/8" from the end. The sequence for removal of the plug is as follows:

Hold the lock with the keyway pointed down, with the small hole in the side of the plug on your right. Insert the notched key and turn it fully clockwise until the small hole is at the bottom of the padlock. Insert the wire tool, making sure it is pushed all the way in. There is a pilot hole at the rear of the padlock that the wire tool slides in.

Now, rotate the lock, with the name up, while holding tightly on the wire tool. Push in slightly on the shackle to release the pressure, then remove the plug by pulling out on the key. At this time, if you wish, you can take out the shackle, the shackle spring, and retaining ball.

There are two different sized wire retaining tools, the RT-112 for all 1-

1/2" padlocks, and number RT-134 for all 1-3/4" padlocks.

After the plug is rekeyed, or a new cylinder is ready, you are able to reassemble. Insert the shackle and spring if they have been removed. Place the ball in the plug hole. Be sure it is in the proper position. Hold the lock level with the name up. Insert the plug, lining the groove with the wire tool. Push in the plug fully. Do not use a key in the plug. Push the shackle in and use the tip of the key to turn the plug into a locked position. Pull out the wire tool and test to see if key is operating properly.

If you wish to master key, a reloading tool and sleeve are available.

If you are not familiar with this padlock, use care in removing the cylinder. If the upper pin retainer is bumped out of position, all the upper pins will drop out and you will have to use the reloading tool to put them back. The steel balls that hold the shackle tend to roll and need to be in their correct position as you insert the cylinder. When you buy this padlock ask the distributor for an instruction sheet.

The distributors usually stock this padlock zero bitted so the locksmith can key it like he wants. Keyed alike cylinders can be ordered. The Almont padlock body size is 1-1/2" with 1" to 4" shackle, and the 1-3/4" has 1" to 6" shackle.

The locksmiths will buy the rekeyable padlocks to tie in with an existing system in a commercial account.

Abus offers a 80/45 rekeyable pin tumbler padlock with a solid brass body. The lock size is 1-3/4". The cylinder is drilled for six pins, but is keyed for five pins. The padlock is key retaining.

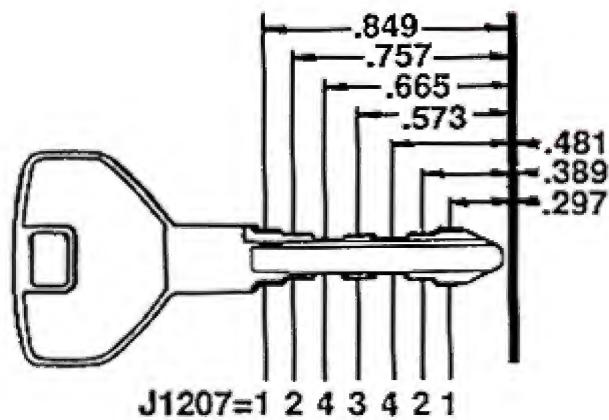
In contrast to some of the rekeyables, the cylinder is simple to remove on the Abus padlock. All that is needed, when the shackle is open,

Continued on page 91



1993 Chrysler Codes

J0001-1500



DEPTHS

1. 0.338
2. 0.313
3. 0.288
4. 0.263

KEYWAYS

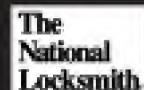


Original 595895
Silca CY19
Curtis Y155
Ilco P1793



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J0001-3580 CHRYSLER

Keyblanks:

Original 595895
 Silca CY19
 Curtis Y155

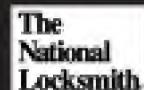
Code Machines:

1200 CM No. X60

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53 1234324	03 1322331	53 2113324	03 2431221	53 1132234
54 4221332	04 1131322	54 2442323	04 3112431	54 1322213
55 4312124	05 1244311	55 3244232	05 3242344	55 2123131
56 2342231	06 4332431	56 1242234	06 3133221	56 1234242
57 4433123	07 4344332	57 2132311	07 3213443	57 3231244
58 4224233	08 4311331	58 4233434	08 1331342	58 4442313
59 1313342	09 4422121	59 2113423	09 4231344	59 1224442
60 3344224	10 3223431	60 3212433	10 3131123	60 2134332
61 3124223	11 1232131	61 3334421	11 1242233	61 1313421
62 1221134	12 3344321	62 3123342	12 4231122	62 3344342
63 1324343	13 1342442	63 1321122	13 4423321	63 1342312
64 2134443	14 4443133	64 4223431	14 2433422	64 3221243
65 3132223	15 3344322	65 1122134	15 2113224	65 1213343
66 3122433	16 3231124	66 1124422	16 1322442	66 4243313
67 3134224	17 2131344	67 4242213	17 2223131	67 2234234
68 2213311	18 2334431	68 3432424	18 1244242	68 4423211
69 1123124	19 4343221	69 4211213	19 4311323	69 3113213
70 4443221	20 2244343	70 3221343	20 3123213	70 3431223
71 4213213	21 3324442	71 1322332	21 1322134	71 4323442
72 3111243	22 1324443	72 1224431	22 2421321	72 2344334
73 1323113	23 4333122	73 2211243	23 2324313	73 3123121
74 1242443	24 4424223	74 2334244	24 3124344	74 3232134
75 2344221	25 4443113	75 4423313	25 2343342	75 4242112
76 4322243	26 1211232	76 1213312	26 1132443	76 2134233
77 3234423	27 2133434	77 2431121	27 2342243	77 1313224
78 1242433	28 1334234	78 4232213	28 2432423	78 3124422
79 3342311	29 4212432	79 1112432	29 1312232	79 3344231
80 3134231	30 1323424	80 3243231	30 3111332	80 4324213
81 2112243	31 3312421	81 4213242	31 1344224	81 3432124
82 2344343	32 2312231	82 3423431	32 3432422	82 4232431
83 2113122	33 2443423	83 2344422	33 4331344	83 2443321
84 3133112	34 2212133	84 2132344	34 2232443	84 3133244
85 1121344	35 1113442	85 1131242	35 3122443	85 4242113
86 2243133	36 1113242	86 1342443	36 4343122	86 2324423
87 3322434	37 3244342	87 2443433	37 2433124	87 4342331
88 2213233	38 1132213	88 4312323	38 1344431	88 2442211
89 2131342	39 4242134	89 2344242	39 4422343	89 4313211
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91 1233242	41 2121324	91 1244223	41 4221324	91 2432331
92 4312132	42 4432132	92 2224434	42 2323424	92 3422331
93 3442234	43 2312431	93 2324424	43 1131232	93 3423432
94 4342232	44 2344322	94 3433424	44 1331312	94 1332244
95 4243134	45 2243342	95 3424422	45 1212434	95 2334312
96 1242213	46 2213244	96 1223134	46 1331223	96 4324332
97 1133122	47 3422312	97 2232331	47 4312313	97 1211343
98 3123113	48 4233421	98 2331232	48 1324342	98 1324432
99 3213224	49 1133424	99 1224234	49 4232133	99 2131122
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Continued on page 84

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Continued from page 81

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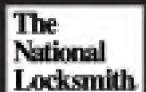
Keyblanks:

Original 595895
Silca CY19
Curtis Y155

Code Machines:

1200 CM No. X60

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03 2311331	53 4213123	03 3421124	53 2311232	03 3323442
04 3334244	54 3443422	04 2243421	54 1324433	04 2311243
05 3134221	55 2133242	05 4442121	55 4223124	05 3213312
06 3342421	56 2124344	06 1234344	56 1344233	06 2421121
07 3422243	57 2244234	07 1232434	57 4223211	07 3124332
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09 3212442	59 2433121	09 2333242	59 3424324	09 4342131
10 3443122	60 4213422	10 2422113	60 3124311	10 3342422
11 4431233	61 3442211	11 4421231	61 2133342	11 3132124
12 4313322	62 4323122	12 3121321	62 2134324	12 2442331
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15 3133121	65 3312431	15 2342113	65 2132331	15 4433421
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21 2243311	71 2213423	21 3122121	71 4223131	21 2434213
22 4212443	72 2132234	22 1224312	72 2444322	22 2134213
23 3243421	73 4213221	23 3221124	73 1244433	23 4311213
24 3132122	74 4343123	24 2333442	74 2442231	24 3122323
25 3423423	75 3443342	25 3231211	75 4342323	25 3123421
26 1324211	76 4431232	26 2134231	76 3342431	26 1321234
27 3421133	77 1312213	27 1324331	77 1324421	27 1234243
28 2423113	78 3132442	28 1133213	78 2423313	28 2124442
29 1331234	79 2234431	29 2344234	79 2132131	29 4324312
30 4233442	80 1234433	30 3442123	80 2423131	30 4234234
31 2131242	81 1124344	31 1334244	81 4434213	31 1132434
32 2422433	82 3122434	32 2231134	82 1243131	32 3233442
33 1134342	83 3224343	33 2132431	83 3213423	33 3112324
34 4431224	84 2311242	34 4242211	84 3132113	34 1242312
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36 3221332	86 2432344	36 4424221	86 4334432	36 2313123
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45 3442322	95 4234212	45 2124432	95 2343113	45 3323122
46 4442312	96 4312112	46 2212134	96 2434234	46 1134232
47 3444313	97 1242243	47 4231211	97 4221213	47 4423113
48 4312343	98 3344311	48 2443212	98 1342232	48 3342242
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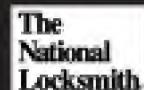


J0001-3580 CHRYSLER

Keyblanks:
 Original 595895
 Silca CY19
 Curtis Y155

Code Machines:
 1200 CM No. X60

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52 2423433	02 3421344	52 4342243	02 3422432	52 1333124
53 3112123	03 4432312	53 3224331	03 2244432	53 1113343
54 2213433	04 2123434	54 2313122	04 1213433	54 2434321
55 4321231	05 3113123	55 1321243	05 2131232	55 3422442
56 3442213	06 2432421	56 2423332	06 3134423	56 4344212
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58 1234422	08 2344233	58 2132334	08 3431132	58 4423221
59 4221234	09 4343322	59 1223234	09 1232442	59 2242331
60 4211324	10 4331124	60 3243344	10 1224324	60 3443224
61 2434432	11 2434421	61 4313213	11 3344221	61 1344332
62 2324434	12 4433113	62 4324233	12 4333224	62 4232132
63 3113231	13 3432132	63 3421234	13 3442122	63 1213231
64 4312232	14 2324343	64 3444231	14 2433423	64 1334344
65 2433231	15 1321223	65 2331131	15 2243313	65 4233324
66 3342243	16 4433131	66 1324324	16 2221331	66 2312313
67 1212433	17 3131231	67 1323122	17 2231342	67 3123431
68 2322134	18 2234443	68 1313244	18 3424233	68 2132443
69 3132232	19 2323124	69 3221134	19 1234224	69 1223434
70 3244212	20 1224434	70 3311243	20 4233112	70 2133132
71 1324322	21 3421324	71 1213243	21 2334224	71 2112434
72 1243234	22 1313423	72 2244431	22 2133244	72 3421243
73 3322134	23 2442213	73 3124213	23 1122424	73 4322432
74 3442323	24 4313424	74 3134211	24 3213422	74 3123234
75 4232432	25 3124421	75 1344232	25 4432421	75 4231112
76 2424332	26 4433243	76 4344331	26 3421322	76 1123443
77 3322443	27 3222343	77 2433112	27 4442132	77 1122421
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79 3112422	29 2442313	79 4311343	29 3123112	79 2344324
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81 4313112	31 3122424	81 3121132	31 2442124	81 2244423
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83 4331324	33 2431242	83 2342331	33 2213124	83 3121334
84 4334312	34 2231332	84 2312324	34 2213324	84 4421224
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92 4332324	42 3244242	92 2433232	42 1242244	92 3423132
93 3423113	43 3234421	93 3131221	43 1244421	93 4312311
94 1322424	44 1243422	94 1312432	44 2331213	94 4321132
95 3423443	45 2231213	95 4322313	45 2132312	95 4234211
96 2243134	46 4431124	96 1133132	46 1231242	96 1321132
97 1342121	47 1232134	97 1312242	47 4312213	97 2343344
98 2312343	48 1123244	98 2424334	48 1243331	98 3332424
99 3424423	49 1243124	99 3212343	49 1343121	99 4344213
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J0001-3580 CHRYSLER

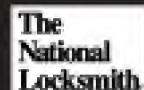
Keyblanks:

Original 595895
 Silca CY19
 Curtis Y155

Code Machines:

1200 CM No. x60

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03 4442231	53 1342134	03 3234243	53 4321113	03 3311342
04 3322324	54 2244213	04 4232434	54 3423324	04 3213223
05 2343422	55 3213113	05 3222313	55 4324422	05 1244332
06 3321243	56 4422311	06 4422133	56 1243243	06 3231224
07 3224423	57 2311343	07 2224344	57 4212231	07 1243421
08 4212343	58 4422312	08 2232434	58 2323112	08 2133223
09 4221331	59 3443242	09 4213112	59 3123131	09 3221312
10 1342311	60 4212134	10 2421133	60 4424313	10 3312424
11 1344221	61 1321322	11 4342223	61 3113422	11 4224431
12 4223343	62 2124313	12 4312312	62 4244321	12 2424423
13 1332132	63 4443311	13 2442112	63 1123434	13 3111323
14 3231223	64 3422433	14 3242342	64 2432342	14 1321133
15 4443321	65 1321331	15 2424323	65 4421123	15 2432424
16 2334421	66 4223324	16 4211212	66 1243231	16 3124432
17 4324311	67 2131231	17 2121134	67 3113232	17 1313221
18 4311322	68 1121324	18 1113324	68 2134234	18 2421311
19 3123424	69 1242334	19 2312443	69 2422313	19 2123313
20 3131132	70 4322131	20 3234232	70 2421331	20 2344224
21 1133134	71 3244233	21 3121323	71 1233124	21 3132212
22 1313424	72 4332224	22 4432232	72 2432433	22 3121223
23 2124424	73 3334224	23 4322342	73 3434232	23 1132423
24 2134421	74 1213434	24 1312431	74 4242343	24 2342323
25 3242133	75 4244233	25 1242342	75 3422421	25 2231231
26 2332244	76 4431112	26 4323124	76 4224313	26 4234334
27 3442231	77 1231243	27 1311323	77 2344213	27 3422313
28 1231334	78 2223434	28 2431133	78 3123134	28 2213312
29 4221321	79 3132431	29 3124321	79 2334344	29 1343443
30 4442133	80 1244233	30 1342331	80 3242431	30 3121322
31 2244433	81 2223113	31 2434312	81 1324344	31 4422324
32 3243243	82 4244231	32 4332344	82 2124312	32 2321311
33 4223113	83 3243312	33 2242131	83 3422343	33 3224431
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37 4431322	87 2213432	37 2131224	87 1123224	37 4324321
38 1344311	88 2432442	38 2233443	88 3113212	38 3122423
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44 2213343	94 3213432	44 3313122	94 4442213	44 4221334
45 2334242	95 3122311	45 3334424	95 3211243	45 1244423
46 4244212	96 1334311	46 4423122	96 3213122	46 3312342
47 2112443	97 3243311	47 3121221	97 2334443	47 2332423
48 1132242	98 1324213	48 1324321	98 3443223	48 3211323
49 2224331	99 1123243	49 4311232	99 3323424	49 134112
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J0001-3580 CHRYSLER

Keyblanks:

Original 595895
 Silca CY19
 Curtis Y155

Code Machines:

1200 CM No. X60
 Codemax No. 0 - 258
 DSD Page Ref. 2-35

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54 2232311	04 2433432	54 3223443	04 3421313	54 4224243
55 4242332	05 3442112	55 1134422	05 3423121	55 4322434
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58 2423312	08 2132213	58 4334242	08 1124221	58 4243132
59 4211312	09 1124421	59 3132224	09 4232134	59 3231231
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86 3424221	36 3442343	86 2232134	36 3423244	86 4423224
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97 4344232	47 2344312	97 2231244	47 2124434	97 2133431
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99 3122312	49 3343422	99 2244324	49 4234331	99 1342332
00 2244233	50 4331342	00 2424421	50 2322431	00 1132442

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Marketing The Locksmith

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what a locksmith business does best: provide technical expertise to consumers. Instead of relying on a few basic service offerings, locksmiths need to expand the total security umbrella they can perform for the customer. For some businesses this means adding safe and safe-related services. For others, it means totally redefining their market plan by examining new services such as those required by access control, alarm, and high security key control products.

It is the customer that is vital in determining what new services a locksmith can add to their market strategy. Therefore, it becomes crucial for locksmiths to really understand what problems their customers are facing and then design total service and product solutions to these problems. Unfortunately, customers rarely make their problems apparent to their suppliers and thus it is up to the professional locksmith to try and determine the issues that face their customer. Those locksmiths who do the best job segmenting their customer base, identifying the problems facing those customers and then providing solutions to those problems will win the battle for the customer of the 90's.

An excellent example of how one industry is branching out into new services is Roto Rooter. Most of us remember Roto Rooter as the "drain cleaning" company. In fact, the Roto Rooter franchises are now branching out into plumbing and air conditioning services. The customer, the homeowner, is determining the types of services that are needed. In this case, Roto Rooter correctly identified a customer need: reliable, quality home repairs.

Networking: The competitive environment of the 1990's is also creating unique opportunities for networking. In many cases these networking situations have been utilized for many years by locksmiths. In some cases they represent brand new approaches to taking advantage of market opportunities. A few examples are:

Fellow Locksmiths: Many locksmiths recognized the need to establish relationships with other locksmiths across the country to service large national accounts. By establishing business ties with locksmiths outside their geographic



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Continued from previous page

similar products and service to.

Successful customer segmentation will play a more and more crucial role in the overall marketing plans of the locksmith. Some examples of customer segmentation include: hospitals, manufacturing firms (especially for OSHA requirements), property management companies, shopping centers/small retailers, state and local government, federal government and military, office buildings, residential dwellings, residential contractors, hotels, transportation companies, fast food outlets, schools.

The number and types of segmentations are entirely up to the business owner. The main issue is to divide your customer base up into categories of accounts that have similar characteristics and buying patterns. This in turn will give you a better opportunity to do "focused" marketing to those customers. It will also point out where you may need to devote more marketing resources to.

Conclusion: There is no question that the 1990's represent a completely different retail environment. Mass merchants such as Wal-Mart have permanently changed the way goods are sold into the marketplace. For retailers such as locksmiths to continue to be successful it will be necessary to adopt new methods and approaches in marketing. The solution is not to sit back and hope this new retailing trend will go away. It means finding profitable niches and changing the tactics you have used in the past.

It is hard to believe but someday this new age of retailing will succumb to another wave of change. Someone will find a way to "out Wal-Mart" Wal-Mart. When that time comes, which will be well into the next decade, locksmiths will be presented a brand new set of challenges. Until then, the industry, both locksmiths and distributors, must learn to cope with a new and very different marketplace. §

The Lighter Side

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When I opened the drier, I wondered what had possessed me to launder Don's prized trademark. Lying there in the bottom of the drier was a wad of fabric twisted about a bowed bill.

"Oops!" I whispered.

"What did you say?" Don asked.

"I said, I think it's time we discovered just how important your cap is, where customer-identification is



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concerned."

He had already entered the room when I turned around. I clutched the cap tightly behind my back.

"OK. Let's see it," he insisted, reaching around me to grasp his prized possession, emblem of his personality, symbol of his individuality. "Oh, no!" he shouted. "Now what am I going to do? I can't go out on service calls in this!"

"I guess you'll have to go capless," I responded. Then I had an idea. "Wait a minute."

I rushed to the bedroom. There on his dresser lay an old photo ID badge. Taking a pair of scissors, I snipped off the top of the plastic-sealed photograph, removing the trademark cap. "Now your customers shouldn't have any trouble identifying you," I said proudly, and I clipped the photo-badge to his shirt pocket with a paper clip.

"The only problem is, they'll be expecting somebody with a flat head and a very low forehead from now on," Don quipped. Then he frowned at me. "Get me another Gatsby cap. Today."

I learned several things from this experience, but the one that remains most clearly in my mind is, when you decide upon a trademark for your business, be sure it's wash-and-wear! §

Beginner's Corner

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is a small screwdriver to depress a pin inside the shackle hole. You will find that when the cylinder comes out, the shackle will also come out along with two steel balls.

Keyways that will interchange with Abus are Yale 8, Kwikset, Schlage C, Corbin 60, 59AI-A2, B1-B2, Segal 9, Ilco 1054K, Schlage C thru L, Weiser-Falcon, and Arrow.

Abus also has a 81/45 brass padlock that is non-key retaining, and a 82/45 laminated padlock that is non-key retaining. Other rekeyable padlocks offered have cylinders that can not be interchanged and need a pin kit for rekeying. The company sells a parts kit which has a complete supply of parts for the 80 and 81 locks, including 2", 3", and 4" steel and brass shackles.

The American Lock Company has rekeyable padlocks known as the Multi Cylinder System. The 3600 lock is interchangeable with Kwikset, Weiser, Schlage and Arrow. A driver cam is necessary for the type of cylinder used. Only a Phillips screw-driver is needed to make a cylinder replacement. The retaining screw is accessed through the

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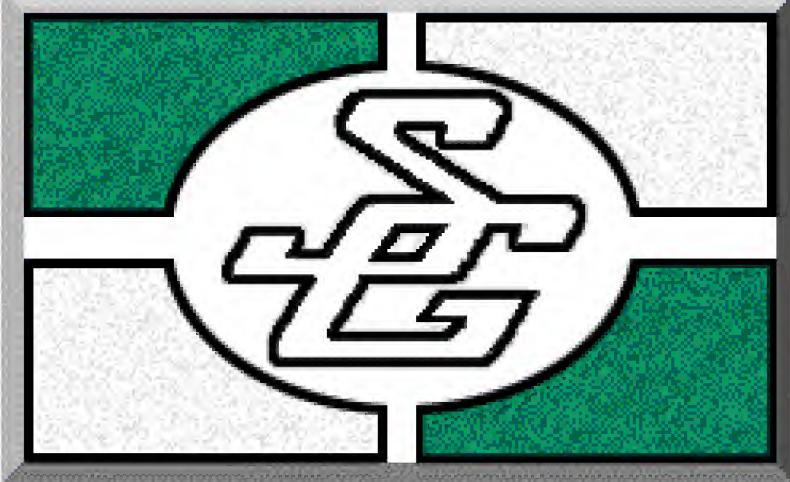
Beginner's Corner

Continued from page #1

open shackle hole. This padlock features a solid brass body with double ball locking.

American also has a number of other rekeyable padlocks of various body and shackle size of steel and brass. They are interchangeable with Medeco, Lori, Assa, Best, Falcon, Eagle, and Lockwood.

You can see there are similarities to all these padlocks like the solid brass bodies and case hardened shackles. Dimensions are similar but prices vary. Distributors will help you with any technical information or problems. §



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